Incorporating *International Commerce*

MARCH 6, 1972

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PUBLICATION

Commerce Today

Coming Developments in Business and Technology

New Chapter In U.S.—Mexico Trade Relations

FROM THE SECRETARY

Improved Labor Outlook For U.S. Shipping

(This column was written by A.E. Gibson, Assistant Secretary of Commerce for Maritime Affairs.)

President Nixon when he formulated his maritime program to revitalize the American merchant marine wisely recognized that the frequent labor-management disputes and work stoppages which plagued the industry in the past would have to be replaced with prolonged periods of stability to foster the stable environment needed to bring his program to fruition.

In his Maritime Message to the Congress outlining his program he said:

> ***"Past government policies and industry attitudes have not been conclusive to cooperation between labor and management. Our program will help to improve this situation by ending the uncertainty that has characterized our past maritime policy. Labor and management must now use this opportunity to find ways of resolving their differences without halting operations. If the desired expansion of merchant shipping is to be achieved, the disruptive work stoppages of the past must not be repeated."***

There are numerous positive signs that both the labor and management segments of the industry are responding affirmatively to the President's recommendations.

Last June the National Maritime Council comprising the leading representatives of shipping lines, shipyards, seafaring and shoreside labor, was established to coordinate industry efforts to provide improved and dependable service to shippers.

NMC Regional Action Committees have been set up on the East, Gulf and West Coasts to make contact with shippers and promote American-flag services. Such promotional efforts obviously are predicated on close, cooperative efforts to eliminate labor-management disputes which frequently disadvantaged shippers in the past.

And last month the AFL-CIO maritime unions meeting in Bal Harbour, Florida, issued a policy statement which portends long-term stability in the shipping industry. It includes the following provisions: "No strike during the period of contract negotiations; three to five-year contracts to provide assurance with respect to continuity of operations; provisions for automatic wage adjustments annually; and the establishment of a mechanism or procedure for the resolution of disputes without stoppages."

These developments reflect the new positive attitudes and more responsible approaches that have emerged in the maritime industry. All segments of the industry now recognize that the success of the new maritime program depends upon greater shipper patronage of the American-flag fleet.

American steamship lines are pioneering advanced concepts to increase the productivity of ocean shipping. The largest containership fleet in the world today, for example, is registered under the American flag. And U.S. operators are in the forefront in introducing barge-carrying ships, which—like containerships—can substantially speed the flow of cargoes from shippers to consignees. It costs no more to use these innovative ships. The freight rates charged by American-flag liner operators are fully competitive with those of their foreign-flag counterparts.

The President describes his maritime program as both a challenge and opportunity for the maritime industry. I believe that we are well on our way to meeting the challenge and capitalizing on the opportunity it provides to restore this nation to the rank of a first class maritime power.

AE Gibson

Commerce Today

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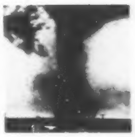

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COVER: *A new chapter in U.S.-Mexico commercial relations began Feb. 14 with the opening of a U.S. Trade Center in Mexico City. A packet of automatically sorted beans is studied (from left) by Icore Industries Vice President Donald T. Flood; U.S. Secretary of Commerce Peter G. Peterson, under Secretary of Commerce James T. Lynn, and Carlos Torres Manzo, Mexico's Minister of Industry and Commerce. See story on Page 4.*

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ECONOMIC
HIGHLIGHTS

Automobile Sales Boomed During Freeze; Industry Aims For Another Record Year

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The automobile may seem commonplace compared to a laser beam or an atomic generator but it still has the power to move the economy. The throb of the gasoline motor runs through the Main Street of American life, and approximately one in every seven workers is engaged in producing, selling, servicing, insuring, or providing some other goods or service related to motor vehicles.

When production of automobiles increases, so does the output of tires, accessories, and parts, and the output of the basic materials such as steel, copper, aluminum, zinc, glass, chromium, textiles, plastics, etc. And more important, when auto production expands by 100,000 cars the number of jobs in the economy increases by about 25,000. That is one of the reasons the Administration selected this key industry for stimulus under the New Economic Program of last August 15. Thus, the industry provided an important part of the economic thrust in the recovery of 1971, and it will continue to play a major role in 1972 at it gears up in anticipation of the best sales year in history.

Domestic sales and production were bolstered after August 15 by (1) the elimination of the 7 percent Federal excise tax on passenger cars and light trucks, (2) the temporary import surcharge, (6½ percent on autos) and subsequently, the adjustments in international exchange rates in relation to the dollar, (3) a series of dock strikes, and (4) the temporary freeze on prices.

The excise tax elimination reduced the price paid by the consumer; the import surcharge and adjustments in exchange rates made the new American-made small cars more competitive in price with foreign imports; the dock strikes curtailed supplies of foreign cars; and the rollback of the prices of the 1972 models to 1971 levels and the 90-day wage-price freeze encouraged buyers to act immediately because of the likelihood that some price increase would be permitted under Phase II of the control program.

As the charts show, there was an automobile buying spree that carried through the freeze. Although this surge of demand ended, sales in 1972 have been considerably higher than before the New Economic Program. Small-car shoppers shifted dramatically to the new American models that had been introduced over the past two years.

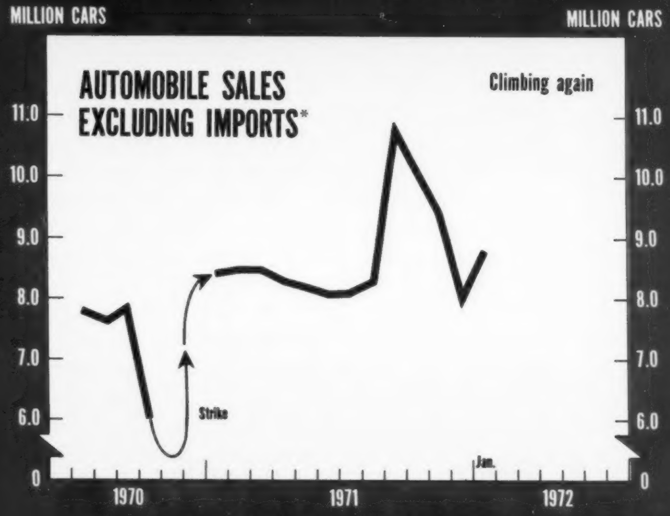
For 1971 as a whole, sales of domestically-produced cars increased sharply and for the first time since 1962 the combined imports of Germany, Japan, United Kingdom, Italy, France, and Sweden failed to increase their share of the U.S. market. Despite stepped-up U.S. production, dealers' inventories are low in relation to sales, and the industry has scheduled near-record production for the second quarter. For the year as a whole, production is expected to reach about 9½ million cars, up about 10 percent from 1971, with sales, including imports, projected at about 11 million.

This extra zip for the economy does not mean more nip from the pollution problem. In order to reduce total auto pollution as soon as practicable, we need to replace older cars with the new low pollution models. An example of the effect of replacing the older cars is illustrated in the chart showing the decreasing trend for hydrocarbon emissions, which is one type of pollutant. Thus, the total number of cars on the road is increasing but a larger proportion of them have pollution control devices.

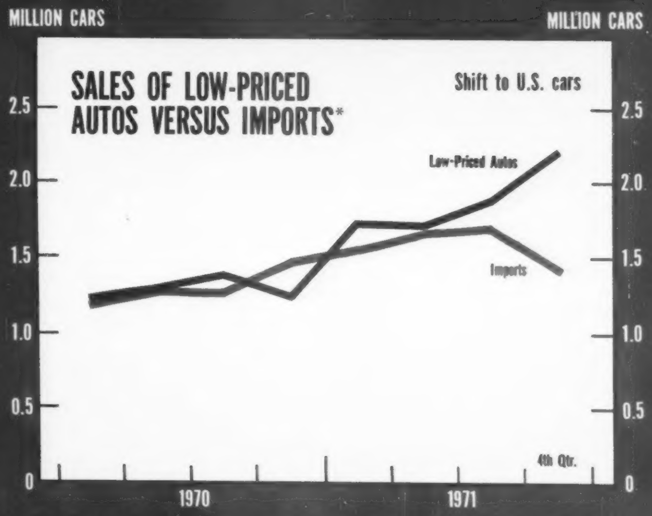
Other economic data

The composite index of leading indicators rose sharply in January and continues to signal strong economic growth in the months ahead. A particularly important indicator, factory orders for durable goods, registered a strong gain in January.

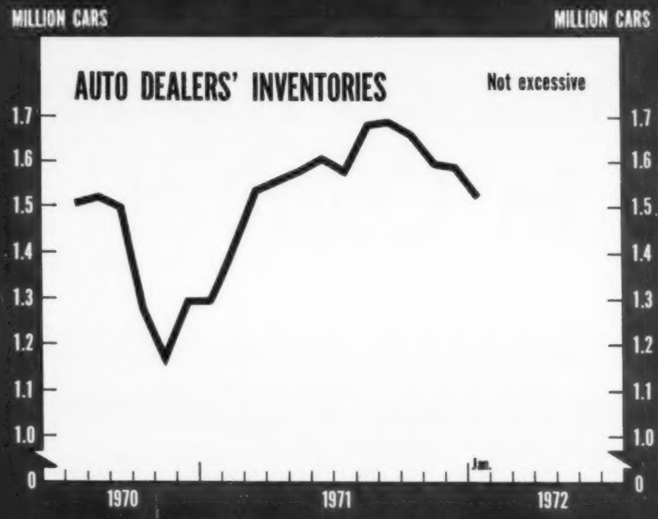
Latest Indicators


AUTOMOBILE SALES EXCLUDING IMPORTS*

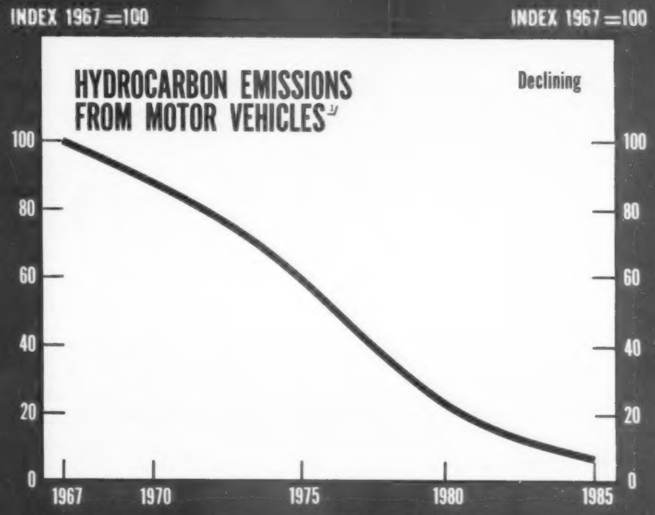
Climbing again


SALES OF LOW-PRICED AUTOS VERSUS IMPORTS*

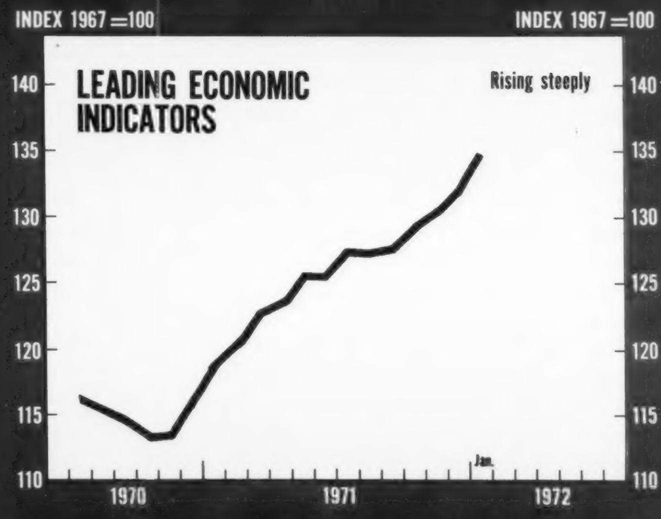
Shift to U.S. cars


AUTO DEALERS' INVENTORIES

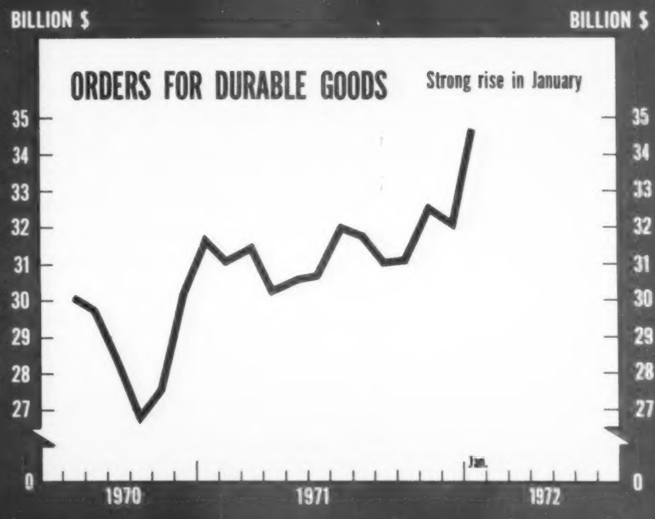
Not excessive


HYDROCARBON EMISSIONS FROM MOTOR VEHICLES[1]

Declining


LEADING ECONOMIC INDICATORS

Rising steeply


ORDERS FOR DURABLE GOODS

Strong rise in January

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* Annual rates

All data seasonally adjusted except hydrocarbon emissions which are annual data.

[1] Passenger cars and other light-duty vehicles under urban test conditions as reported by the Environmental Protection Agency.

Commerce Today
Vol. II, No. 11
March 6, 1972

See Added Dimension For U.S.–Mexico Trade At Center In Capital

Ninth Of Commerce's Sales Showcases Abroad Aims To Assist Growth Of Major U.S. Customer

Beans slid out of a hopper, whirred through tubes and rattled into bins, white with white, speckled with speckled, black with black, unerringly. Government officials who moments earlier had been before ceremonial microphones stopped to gaze in fascination at the hypnotic action. Engineers, carrying Spanish-English programs for a technical seminar, peered and poked knowledgeably at the machine. Nearby a man wearing a lapel badge answered questions about prices and delivery schedules.

It was part of the opening of a new chapter in United States-Mexico commercial relations. It occurred at the inauguration Feb. 14 in Mexico City of a U.S. Trade Center, ninth of its kind overseas but the first in the Americas.

Advanced technology from the United States, applied to speed a familiar Mexican commodity to market—this was what U.S. Secretary of Commerce Peter G. Peterson had in mind when he defined for Mexicans the role of the Center in their capital: "to support Mexico's trade expansion aims by concentrating on U.S. products that strengthen Mexican export industries."

Peterson made the point as he cut the ribbon to permit visitors into the opening Exhibicion de Maquinaria de Empaque—the U.S. Packaging Machinery Exhibition. He repeated it in talks with Mexico's President Luis Echeverria and other high Mexican Government officials, and in an address to the American Chamber of Commerce of Mexico.

Responding for the host country, Carlos Torres Manzo, Mexico's Minister of Industry and Commerce, saw the opening of the Center as "a proof of the economic progress our nation has attained and the stature it has achieved in international trade." He noted that Mexico last year imported $2.4 billion in goods, 60 percent from the U.S. It is now the sixth largest customer for American exports worldwide.

"We understand," he declared, "that the process of economic development in Mexico requires a flexible policy on imports, but we are also aware that these imports must be purchased at the right prices, permitting us in consequence to obtain the technology most appropriate to our present and future needs. We have therefore decided to encourage the establishment of the U.S. Trade Center, to help our nation's businessmen acquire equipment on the best possible terms without costly travel."

Minister Torres Manzo agreed that the packaging machinery theme of the Center's first show was well chosen to match Mexico's need for greater efficiency in food processing. He predicted a "promising commercial future" for both Mexico and the United States, but stated his concern at the "considerable" deficit position of Mexico in its trade with the U.S., and urged the adoption by the U.S. of preferential tariff status for imports from Mexico and other developing nations.

Perspective by Peterson

Peterson put the subject of U.S.-Mexico commercial relationships into the broader context of overall U.S. policy which, he said, has effects that "echo not only in Mexico but throughout the world."

In his address to the Chamber of Commerce, he explained that the New Economic Policy announced by the U.S. last Aug. 15 resulted from a choice between two widely differing views of U.S. foreign economic policy requirements. The rejected view, he said, was a passive policy based on U.S. competitive edge supposedly so large that it had permitted political considerations to dominate economic interests. The view that prevailed was derived from the belief that the world economy in the 1970s no longer had the same characteristics as that of the 1950s and 1960s.

"We saw a basic payments deficit of over $8 billion looming for us—an all-time high, or perhaps I should say low—and a negative trade balance for the first time in 83 years. We also looked closely at the international monetary and trading systems and found an incongruity in the way the system was supposed to work and the way it really worked.

ED STATES
DE CENTER

U.S. OFFICIALS AT NEW MEXICO CENTER—*At the entrance to the U.S. Trade Center in Mexico City are (from left) Director John Reid III; Commerce Secretary Peter G. Peterson; Commerce Under Secretary James T. Lynn, and Harold B. Scott, Assistant Secretary of Commerce for Domestic and International Business.*

"On the monetary side, instead of equilibrium (assumed to be a universal objective), we found that surpluses became virtuous. The rigid system had a devaluation bias but did not have a 'yen' to revalue. For example, we found the effective exchange rate of the dollar had increased 5 percent relative to other currencies during the 1960s. With our chronic and large balance of payments deficit, theory said this dollar appreciation couldn't happen; but it had.

"On the trade side, we saw the trends of the last 10 years were moving toward regional, or nationalist arrangements. There seemed to be a preoccupation among our trading partners with these internal or regional bloc arrangements—and they said this precluded entering into meaningful negotiation for the future . . . we were consistently told 'later' rather than 'sooner.'

"We believed the so-called 'benign' policy would lead to malign results, such as disastrous trade legislation. So we began the difficult process of restructuring the world monetary and trading system. The recent international currency realignment was a first step.

"Our action certainly was not against Latin America. The problem was with the developed countries, but the action had to be nondiscriminatory for all countries. If we didn't solve the problem as we did, we would have had unilateral legislation which would have hurt more. It would not have been temporary like our import surcharge and Latin American countries would have been unintended victims.

"With the currency realignment, the Mexican peso remains tied to the dollar at 12.50 to 1. Thus, because the realignment makes both U.S. goods and Mexican goods cheaper in world markets, Mexican manufacturers should expect to find themselves in an improved competitive position in the United States vis-a-vis other competitors, and also in an improved competitive position in other major world markets."

Peterson called attention to the current surge of Mexico's economy:

"Industrial production has expanded at about 8 percent annually, and manufacturing now accounts for some 30 percent of Gross Domestic Product. Accelerated industrialization and the resulting import substitution have brought a dramatic change in the country's foreign trade pattern.

"More than 80 percent of imports now consist of capital goods and raw materials, while exports of processed goods have risen to about 30 percent of total exports. Total direct foreign investment here is estimated at $2 billion-plus, and receipts from tourism are climbing to new highs of more than $400 million annually."

MAJOR SALE OF EQUIPMENT—*A large forming-filling-sealing machine for Pure Pak liquid containers was sold by Haskon, Inc., to Rancho Santa Cecilia. Seated from left are Francis J. Ziegler, Haskon's international sales manager; Robert Tamayo, the Mexican buyer; Felix Bezaury, Haskon's Mexican representative; standing from left are William Duddleston, of Haskon; Jorge Hanau and Francisco Garcia Sainz, both with Bezaury.*

The U.S. Trade Center in Mexico City has 6,000 square feet of exhibit space with the full utilities needed for operating displays, plus a hall with audio-visual and translation equipment seating 100, a reception area, businessmen's lounge and information office.

The 1972 show schedule includes: Automatic Metalworking Equipment & Controls, March 6-10; Industrial Processing & Analytical Instruments, April 24-28; Business Efficiency Equipment, June 5-9; Food Processing Machinery & Equipment, Sept. 4-8; Printing & Graphic Arts Equipment, Oct. 16-20. Dozens of privately sponsored between-show promotions, sales and technical seminars are also expected to be held.

Interested U.S. firms may contact George J. Clausen, Office of International Trade Promotion, BIC-952, U.S. Department of Commerce, Washington, D.C., 20230. Local address is: John Reid III, Director, U.S. Trade Center, Liverpool No. 31, Mexico 6, D.F. Commerce Business Services Field Offices in southern States are also working closely with the center: in Los Angeles, Phoenix, Dallas, Houston, St. Louis and Miami.

The packaging exhibition, held from Feb. 14 to 18, produced $756,706 in immediate sales by the 37 exhibiting firms of whom 19 were new to the Mexican market. The exhibitors also expect about $3,230,000 in follow-on sales over the next year from 2,227 sales leads initiated at their booths. They signed five Mexican representatives during the pre-show preparation period, added nine others during the show, and were negotiating with 23 candidates as the exhibition closed.

Most of the 2,300 trade visitors were from the Mexico City area, but the registration list included businessmen from each of the Central American nations.

The color sorting machine mentioned at the beginning of this article was displayed by Icore Industries, Sunnyvale, Calif. Donald T. Flood, Icore's vice president for marketing, found that the machine and an associated

C. of C.
Metropolitan St. Louis
Stanford
Engineering Co.
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24

ACTION AT PACKAGING SHOW—*Clockwise from top left are: one of the five seminar sessions at the Hotel Fiesta Palace; St. Louis Regional Export Expansion Council leader Peter Fanchi, Jr., flanked by Stanford Engineering officials; Dennison International's machine for labeling plastic bottles; Sales Director Stanley Thomson at R. A. Jones booth with three interested Mexican clients.*

checkweigher were of great interest to bean processors, whose industry has a major place in the Mexican economic scene. He demonstrated how the machines could improve both speed and quality control in processing beans. Icore signed a Mexican representative, sold both of the demonstration machines, and expects $50,000 in show-generated sales.

Sales Engineer Jack Wesley of the Labelette Co., Forest Park, Ill., who showed a series of semi-automatic labelers, reported: "We can honestly expect to double our sales to Mexico this year." He paid tribute to the thoroughness of the pre-show promotional activities, saying: "Many times the potential customers at exhibitions are not suited for our type of equipment. However, at this show it seems all the appropriate local manufacturers were contacted, both large and small."

Stanford Engineering, Salem, Ill., new to the Mexican market, appointed a Mexico-Central America agent just prior to the show and unveiled a new four-color press for adhesive labeling. Richard Payton, Stanford's general sales manager, called the exhibition the ideal vehicle to launch his new representative, and reported $135,000 in floor sales, with prospects of $250,000 more in 1972.

Haskon, Inc., St. Paul, Minn., found strong acceptance of a new model of a former-filler-sealer for Pure Pak liquid containers, as evidenced by the sale of the demonstration machine and 16 leads for further sales.

A seminar on modern packaging methods and technology, held in conjunction with the exhibition, attracted about 150 plant managers, engineers and quality control specialists to five sessions at the Hotel Fiesta Palace near the Trade Center. The seminar was cosponsored by the U.S. Department of Commerce and The Packaging Institute, U.S.A., and directed by William C. Simms, editor of Modern Packaging Encyclopedia. Speakers included experts from the major U.S. packaging material suppliers and Mexican packaging specialists.

Mail Service Exposure Of Fraud To Save U.S. Firms Millions Yearly

International Scheme Figures Prominently In Crime Picture Now Costing Business Billions

Crimes—ranging from simple shoplifting to international mail fraud—cost American companies billions of dollars last year.

Bilking businessman

Illicit operators, located in foreign countries and conveniently outside the realm of criminal prosecution in this country, are bilking the U.S. businessman through a growing number of ingenious mail fraud schemes.

International mail fraud, according to James Robertson, Postal Service counsel, is rapidly rising in the ranks of crimes against business.

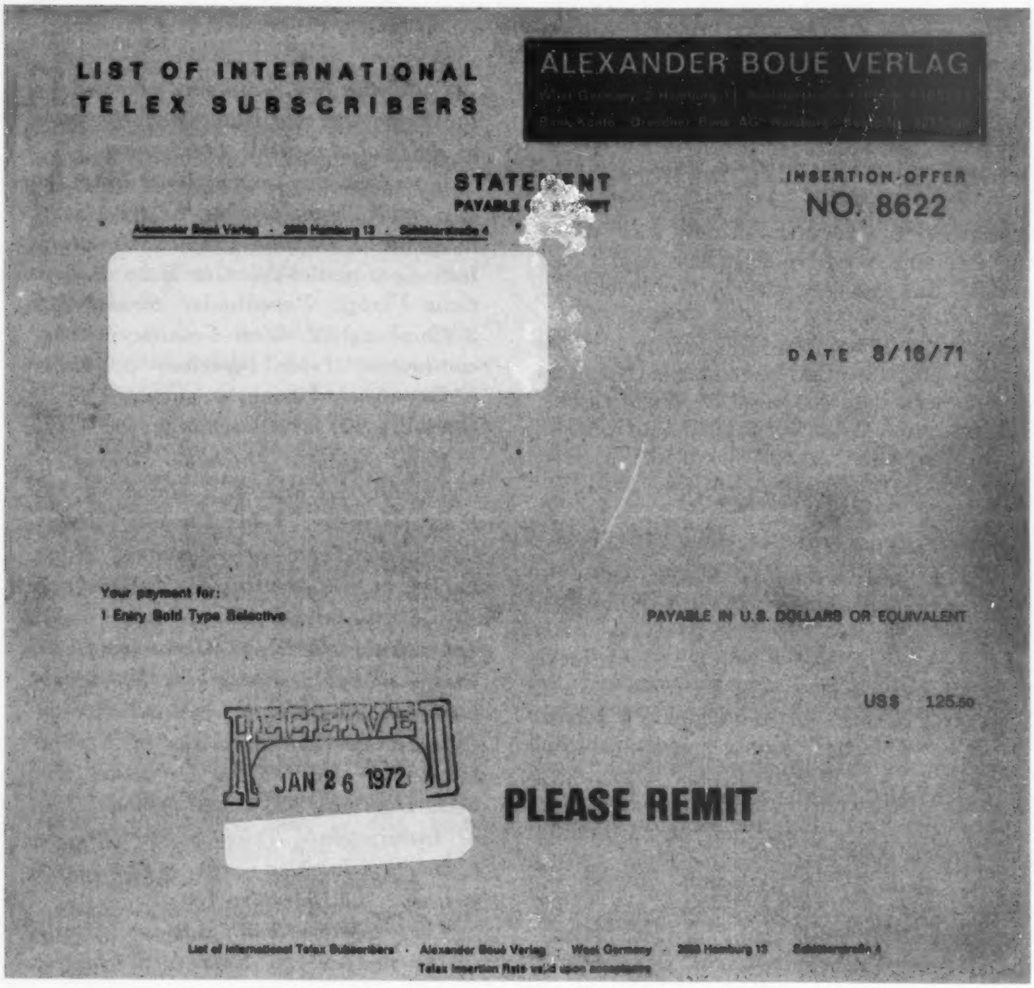
The Postal Service receives 50 to 60 complaints a day from businessmen who have received fraudulent solicitations from these overseas operators, Robertson stated.

Robertson described a typical mail fraud scheme which is estimated to net $650,000 per haul.

A firm in West Germany, allegedly an advertising agency, sends a solicitation in the form of a bill, invoice or statement of account due, to an American company. The recipient of the illegal gimmick has not contracted for the services which usually purport to be listing in a trade directory or advertising book. In most instances, the mailer does not publish the directory or listing upon which the solicitation is based.

Mailing of anything in the form of a bill, or which may be reasonably construed as a bill, unless prominent notice that it is a mere solicitation is present, on the face, is specifically prohibited by Federal law.

The Postal Service has issued orders forbidding responsive mailings to the addresses



LIST OF INTERNATIONAL TELEX SUBSCRIBERS

ALEXANDER BOUÉ VERLAG
West Germany 2 Hamburg 13 [illegible]
Bank Konto Dresdner Bank AG Hamburg [illegible]

STATEMENT
PAYABLE ON RECEIPT

INSERTION-OFFER
NO. 8622

Alexander Boué Verlag · 2000 Hamburg 13 · Schlüterstraße 4

[redacted]

DATE 8/16/71

Your payment for:
1 Entry Bold Type Selective

PAYABLE IN U.S. DOLLARS OR EQUIVALENT

US$ 125.50

RECEIVED
JAN 26 1972

[redacted]

PLEASE REMIT

List of International Telex Subscribers · Alexander Boué Verlag · West Germany · 2000 Hamburg 13 · Schlüterstraße 4
Telex Insertion Rate valid upon acceptance

brought to its attention through complaints.

"We have no way of knowing about these fraudulent operations unless they are brought to our attention," said Robertson.

Illegal solicitations

The Postal Service counsel urges businessmen to promptly send all such illegal solicitations to the Chief Postal Inspector, Washington, D. C., 20260.

Unlawful solicitations are mailed in plain envelopes with no return address on the outside so that the Postal Service has no way of stopping the fraudulent mail as it comes into this country.

After complaints are filed, the Postal Service's judicial officer issues orders to all postmasters responsible for sending mail overseas. The postmasters are directed to intercept mail destined for the fraudulent overseas operation, and stamp the letters:

"Return to Sender: Order Issued Against Addressee for Violation of False Representation Law:"

The fraudulent operator's only expense is in printing the invoices and mailing. Robertson said it is estimated each mailing gets about a 5 percent return.

Gimmick expansion

At first the bilking operations were limited to users of telex machines which number 100,000 in this country. However, the lucrative gimmick is being expanded to other areas of business, such as antique dealers, and a variety of small businessmen.

The market for these schemes is unlimited, Robertson asserted. It could include every businessman in the country.

Usually the names of the victims are taken from legitimate trade directories, and the deceptive statements ask for payments ranging from $32 to $125 in the illegal mailings.

The success of the schemes depend upon careless employees of the companies solicited, who pay what looks like a bill without checking to determine if the "billed" services actually have been ordered.

Businessmen can help thwart the promoters by making sure that only bills from legitimate directory publishers with whom the company does business are paid. This avoids the carelessness upon which the schemes depend.

The economic impact of "ordinary" crimes against business, that is crimes such as employee theft, burglary, arson and bad checks, is even more staggering than the intrigue of international mail fraud.

Ordinary crimes

Former Commerce Secretary Maurice H. Stans noted recently that "crimes (the 'ordinary' variety) against business cost U. S. companies nearly $16 billion a year.

"It is critical that business and government understand the size of this problem and the need to take positive deterrent and protective actions," Stans warned.

A study by the Bureau of Domestic Commerce, completed while Stans was Secretary, showed an alarming increase in crimes against property.

The study, "The Economic Impact of Crime Against Business," notes that FBI statistics, which cover crimes against private and business property, show an increase

Postal Service Lists Firms

Following are companies charged by the Postal Service with using the mail to defraud American companies:

West Germany-International Hotel Index or Wilhelm Becker Verlag, Hamburg, West Germany; Telex Directory Inter-Continental-Telex or Hans Volker Gaus Verlag, Papenhuder Strasse 22, 2 Hamburg 22, West Germany; Intercontinental Telex Directory or Hans Volker Gaus Verlag, Frauenthal 8, 2 Hamburg 13, West Germany.

Hotel Guide or Alexander Boue Verlag, Schluterstrasse 4, 2 Hamburg 13, West Germany; Telex Directory Inter-Continental-Telex or Alexander Boue Verlag, at Schluterstrasse 4, 2 Hamburg 13, West Germany; List of International Telex Subscribers or Alexander Boue Verlag at Schluterstrasse 4, 200 Hamburg 13, West Germany; International Commercial Communicator or Lorenz Beutler—Verlag at An der Alster 21, 2000 Hamburg 13, West Germany; List of International Telex Subscribers or Heinrich Schneider Verlag at Bottongerstrasse 1, 12 Hamburg 13.

The International Antique Trade Guide or Juergen Boerger Verlag at

Category Of Crime:

(Adapted From Small Business Administration Report "Crime Against Small Business")

	Shop-lifting	Checks	Burglary	Robbery	Van-dalism
	%	%	%	%	%
Percent of All Businesses Who Reported At Least One Crime Incident:	15	37	14	2	N.A.
Percent of Those Reporting At Least One Incident by Location:					
Central City	14	41	18	3	N.A.
Suburbs	15	31	16	2	18
Rural	15	36	9	1	N.A.

(N.A.—Not Available)

Charged With Mail Fraud

Postfach 3831, Idsteiner Strasse 84, 6000 Frankfurt 1, West Germany; Banks & Fairs or Juergen Boerger Verlag at Postfach 3831, Idsteiner Strasse 84, 6000 Frankfurt 1, West Germany.

Belgium—The Banker's World Directory or The Common Market Publications, at 42, Rue Du Meridien, Bruxelles 3, Belgium.

South Africa—Trade Index or The International Trade Telex Directory at P.O. Box 25721, Denver, Johannesburg, Transvaal, South Africa; The International Trade Telex Directory or Intratex or The International Trade Telex Directory Intratex (PTY) Limited, at P. O. Box 27116, Johannesburg, South Africa, and P. O. Box 27117, Johannesburg, South Africa; Trade Index, and Trade Index, The International Trade Telex Directory at P. O. Box 72127, Parkview, Johannesburg, Transvaal, South Africa.

Australia — McGraw-Hinds International Trade Register of Major Manufacturers or McGraw-Hinds Aust. Pty. Ltd. International Publishers or McGraw-Hinds (Aust.) Pty. Ltd., at 686 New South Head Rd., Rose Bay 2029, P. O. Box 31, Rose Bay, Sydney, Australia.

England-Intercontex Publishers at London.

within the combined categories of robbery, burglary and larceny of 13 percent between 1969 and 1970.

The increase was 182 percent between 1960 and 1970.

Ordinary crime against business is most severe in, but by no means confined to, central cities, the report concludes. Shoplifting occurs in approximately the same proportions in the central city, suburbs and rural areas.

"In terms of relative size, small business suffers a greater burden from crime than does big business," it is noted in the study.

In analyzing the impact of crimes by types of businesses affected, the report showed that retailing suffered greatest with an impact of $4.8 billion.

"Small retail business has many times more crimes committed against it than does large business," Stans commented on the findings. "And these firms, mostly having a sales volume of $100,000 less, are least capable of protecting themselves."

Other services hit

Retailing is followed by services such as hospitals, hotels, restaurants and credit cards which feel a crime cost bite of $2.7 billion annually. Manufacturing is hit by $1.8 billion ordinary crimes annually, transportation, $1.5 billion and wholesaling, $1.4 billion.

"Businessmen should start to view crime the same as any other component of business cost," the study asserts. "Crime losses are costs. Cutting crime losses should receive the same sort of constant aggressive attention devoted to cutting labor costs, facility costs and any other costs that sap profits."

Prevention costs

The BDC study quotes an investigation by the Rand Corporation for the Justice Department, which shows what private business already is doing in the area of crime prevention. Private crime prevention costs were over $3.3 billion in 1969. Of this, $800 million was spent for equipment such as locks, iron grills, deterrent lighting, television systems and mirrors. The remaining $2.5 billion went for services, of which $1.6 billion represented costs of special police and in-house guards. Also included was $620 million for private contract guards, $123 million for armored car services and $120 million for central alarm systems.

The study also indicated that while public law enforcement expenditures increased 90 percent between 1960 and 1969, private security expenditures are estimated to have increased 150 percent during that period. In 1969, the private security forces employed 290,000 guards and watchmen, 36 percent of all security forces.

Reasons for growth of private security efforts include increasing business losses due to crime, rising insurance rates and the expansion of categories for which property insurance cannot be obtained, and insurers requiring use of private security systems or granting premium discounts when private security measures are taken.

"The magnitude and rate of increase in the costs to business of crime are clearly evident," Stans concluded, "A major effort must be made to reduce these business costs, which in the end are borne by the customer."

New Plants May Emerge From Protein Research

Studies Of Fish Concentrates May Bring Solution To World Nutritional Shortages

In the quiet recess of the laboratory, food supplements are being developed that one day may make the world's oceans a major source of protein for expanding populations.

The work involves the preparation of fish protein concentrates (FPCs), a fish product containing between 70 and 95 percent of high-quality protein. It is suitable for mixing with a variety of food products, such as bread, crackers, cakes, macaroni, ice cream, soups and drinks. FPC has a nutritive quality equal to or higher than that of milk-protein casein.

Research work in the development of FPCs is being carried on by the National Marine Fisheries Service of Commerce's National Oceanic and Atmospheric Administration. The Service maintains the College Park Fishery Products Technology Laboratory on the University of Maryland campus at College Park, Md., and also operates an FPC Experiment and Demonstration plant at Aberdeen, Wash.

Basic purpose of the plant is to develop sufficient information to enable interested industries to build full-sized FPC plants. In addition, the plant produces test FPCs that food companies may use in their efforts to improve the nutritional quality of their products, and also FPCs that the Agency for International Development (AID) may supply to developing countries to help them with nutritional problems.

The plant, which is operated by a California firm under contract with the National Marine Fisheries Service, processes up to 50 tons of fish in a 24-hour day. This amount of fish produces about 7.5 tons of FPC. Whole fish are used, the process itself, which uses a chemical method, eliminating water, fats and oils, and producing a commercially sterile protein solid. For the most part, the fish processed have been red hake, but anchovy, menhaden, and some herring have been used in the experimental work.

Year's extension

Created by an act of Congress, the Aberdeen plant was completed in March, 1971. The act expires June 30, at the end of the current fiscal year, and the expectation is that an effort will be made to have it extended for another year.

Various other experimental and commercial FPC facilities are in operation. One commercial enterprise is the Nabisco-Astra

Nutritional Development Corporation, a joint venture of the National Biscuit Company of the U.S., and the Astra Company of Sweden, with headquarters in New York City. The corporation uses eviscerated fish. Its product, called EFP-90 (eviscerated fish protein), is sold mostly outside the U.S. A plant in Morrocco produces FPC on a small scale. While its present product is for use in animal food, it reportedly plans to begin producing FPC as a human food supplement next year.

Actually, FPC has been used in various parts of the world for centuries. However, only in the last 30 years has production of the concentrates been investigated on a scientific basis. A large amount of work remains to be done in the development of processes so that satisfactory products, widely acceptable for use in human food, can be obtained.

Scientists engaged in this work emphasize that FPC is a food supplement, not a food. It is used in limited quantities to enrich food products with protein.

Dr. George M. Knobl, Jr., Research Director of the College Park Fishery Products Technology Laboratory, observes that "in a world that, with its rapidly increasing human population, will need all available protein sources, FPC promises to be a major food source in the future."

Potential yield

Scientists who have investigated fish resources have estimated that the maximum potential sustainable yield of fish from the world's oceans is 180 million metric tons a year, the equivalent of nearly 397 billion pounds. Other estimates place the sustainable yield at 400 million to 500 million metric tons, or from 880 billion to well over a trillion pounds, if fishing were broadened to include more fish species and fishing locations, and if fishing techniques were improved.

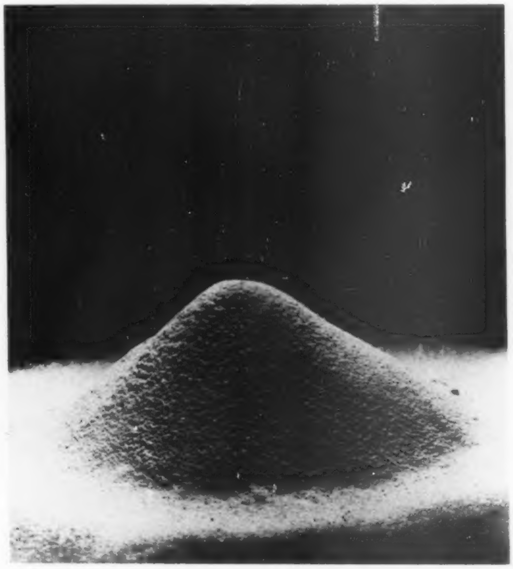
The size of the potential resource is indicated by the fact that in 1968 the world fish catch was calculated at 64 million metric tons, or 141 billion pounds.

In the production of FPC, the basic processes used are:

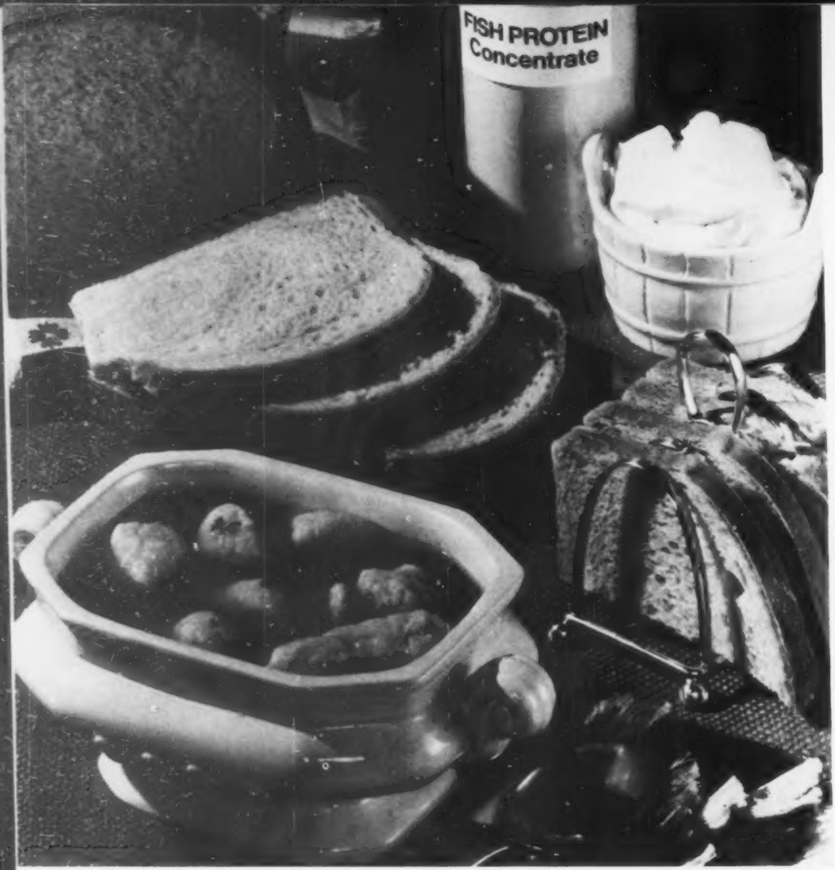
Chemical: In the chemical methods, solvents, which primarily are isopropyl alcohol, are used to remove water and lipids—that is, fats and oils—from raw fish. The fish are pulverized, then mixed with alcohol. After extraction, solids are separated from liquids by centrifugal action and then dried and ground.

BAGGING THE CONCENTRATE—*Pulverized fish protein concentrate is milled and bagged in preparation for shipment. Red hake has been processed into the highly nutritious concentrate but anchovy, menhaden, and some herring also have been used.*

The final FPC under this process is a fine powder that contains less than one-half of one percent lipids and between 75 and 95 percent protein. The finished product must conform to Food and Drug Administration standards, which require that the residual alcohol content shall not exceed 250 parts per million, and that the fluoride portion shall not be greater than 100 parts per million. The fluoride is mostly in the bones of the fish. Special deboning machines are available that can effectively remove the bones from the



VALUABLE FOOD SUPPLEMENT—*This is how the finally processed concentrate looks when used as a food supplement. Limited quantities enrich food products to a nutritive quality equal to or higher than that of milk-protein casein.*



IMPROVING BREAD AND DUMPLINGS—*Two foods to which fish protein concentrates have been used with tasty success are bread and dumplings. The higher protein content resulting from use of FPCs makes it a valuable food supplement.*

OTHER TASTY DISHES—*Such foods as spaghetti made from a mixture of 90 percent wheat flour and 10 percent FPC, soups containing approximately 15 percent FPC, and cookies and doughnuts with FPC make for wholesome high protein eating.*

fish, thus reducing the fluoride and also the ash content, and resulting in a higher protein level. FPC produced by this process is bland, nearly odorless, but insoluble in water.

The alcohol renders the FPC non-functional; that is, it cannot serve, for example as a binding agent. Since it is not soluble in water, it has to be carried in suspension in liquids which may give the appearance of having been dissolved, although some entirely safe material may have to be added to prevent settling. However, scientists explain that the non-functional and bland qualities of FPC produced by the method have definite advantages, since the FPC can be used to improve markedly the nutritional quality of food products without significantly changing taste, odor, color, or other characteristics. In some instances, it is said, the addition of FPC appears to improve the shelf life of baked products.

The alcohol used in the process, scientists report, is prepared by a synthetic method that guarantees its purity, is known to be safe and highly effective in removing water and lipids from raw fish, and is reasonably priced.

Studies have been made with rats and mice over several generations of the animals in which FPC produced by the isopropyl alcohol extraction method was the only protein source. The studies are nearing completion, scientists explain, and the resulting data indicate that no untoward results have occurred that can be attributed to the FPC or the diet. The conclusion is that FPC prepared by the process is wholesome and safe.

All commercial operations in which FPC is produced at present reportedly use the isopropyl alcohol extraction method. The National Marine Fisheries Service has employed certain variations of the process in its experimental and demonstration work. Meanwhile, laboratory research is continuing on the use of other solvents to extract lipids and water from whole or partially deboned fish. The purpose is to develop new processes that can produce FPC to be used as a nutritional supplement and that also would have functional properties, such, for example, as a meat extender and fat binder in processed meats.

One point made is that an FPC with desirable functional properties will command a higher price than a non-functional FPC, since in the case of the latter, for instance, other ingredients would have to be purchased by food manufacturers for use as binding agents.

Biological: The biological methods of preparing FPC are based on the use of enzymes to convert fish protein into a stable concentrate with desirable properties. The enzyme systems employed may be the natural enzymes in the fish, commercially available enzymes, or enzymes supplied by living cultures of microorganisms. The enzymes break down the fish protein into simpler chemical compounds.

The basic process includes enzymatic digestion of whole fish with control of the acid-alkaline content and temperature, screening out of bones and scales, separation of undigested solids by centrifugation, and drying. The product is easily soluble in water.

Work on the biological processes generally has not advanced beyond the laboratory or small pilot plant stage. Development of the processes is being pursued because a product prepared in this manner can have special properties which make it particularly suitable for certain uses, such as in soups and beverages. The production costs may also be less, since the basic processing equipment may be simple and adaptable to use on shipboard or in remote areas.

The National Marine Fisheries Service has conducted research work on the biological as well as the chemical processes. Dr. Knobl explains, however, that the biological methods involve a lot of problems. FPC produced by the use of enzymes, he adds, has a whole gamut of flavors, depending on the enzyme used. For example, he says, it may taste like celery or cheese.

Studies show that the solution of technological problems related to the addition of FPC to food products is not particularly difficult. Still, FPCs must be produced in forms that can be easily included in food products that people will readily accept. The distribution and marketing of foods containing FPC involves complex considerations. Each country or location will have to be analyzed separately. FPC can become an important factor in the U.S. market if its physical characteristics are acceptable and its price competitive.

The EFP-90 produced by Nabisco-Astra Nutritional Development Corporation, which contains between 92 and 94 percent protein with an alcohol residue of less than 100 parts per million, reportedly is offered for sale at 49 cents per pound. Dr. Knobl says the goal of the National Marine Fisheries Service, in its experimental and demonstration work, is to get the price of FPC down to 25 or 30 cents a pound, although such an achievement is not possible in a small pilot plant.

However, Dr. Knobl is an outstanding FPC booster. To practice what he preaches, he consumes quite a bit of it himself. And he is confident that FPC has a big future. —*NOAA*

TASTING PANEL—*Here a qualified team of men from the laboratory serve as taste testers of a soup prepared with fish protein concentrates. FPC-laced foods can be very pleasant to the palate.*

DOMESTIC BUSINESS REPORT

- Peterson assumes new Commerce duties
- Bicentennial Park plan unveils for 1976
- Federal grants helping create more jobs
- In low income areas, majority above poverty line
- Research center to aid U.S. shipping industry

Peter G. Peterson

Peterson Assumes U.S. Commerce Duties

Peter G. Peterson, President Nixon's first Executive Director of the Council on International Policy, has assumed new duties as the Secretary of Commerce.

Stans resigns

Secretary Peterson succeeds Maurice H. Stans as the Secretary of the U.S. Commerce Department. Stans has resigned his Cabinet post to serve President Nixon as Finance Chairman of the Committee for the Reelection of the President.

The new Secretary came to his position last month. He accepted the Presidential appointment from President Nixon's staff, where he served as Assistant to the President for International Economic Affairs as well as his Executive Directorship.

Born in Kearney, Neb., Secretary Peterson attended Nebraska State Teachers' College and Massachusetts Institute of Technology and graduated summa cum laude from Northwestern University.

He received his master's in business administration with honors from the University of Chicago, and two years later became a Vice President of the advertising firm, McCann-Erickson.

In 1958, Peterson joined Bell & Howell as Executive Vice President and Director. Three years later at age 34 he became President, and later assumed the position of its Chief Executive Officer.

Until February 1971, Peterson was Chairman of the Board and Chief Executive Officer of Bell & Howell, Chicago, Ill.

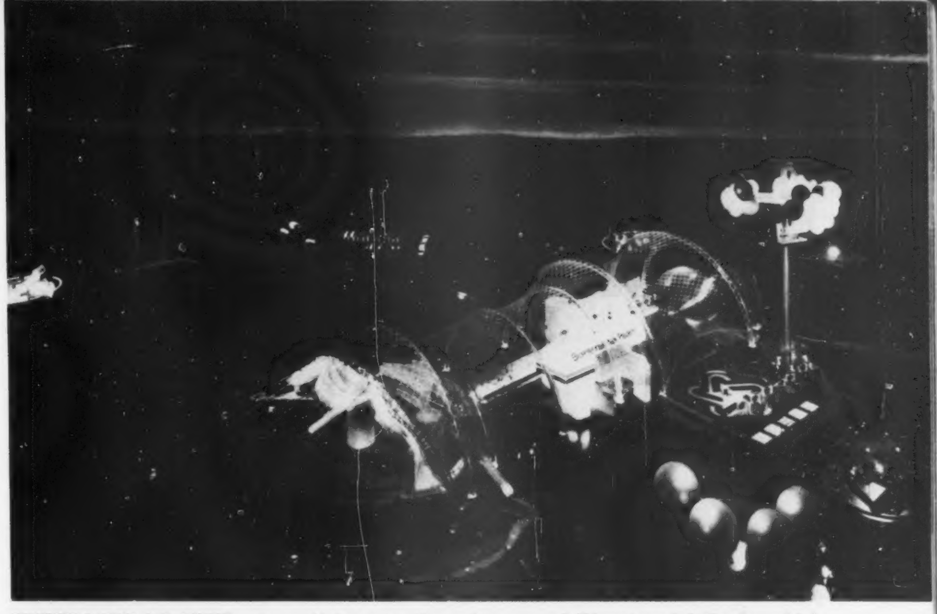
In his last position, Peterson was one of the key architects of the President's New Economic Policy.

The new Secretary also was a Presidential appointee as a member of the General Advisory Committee, U.S. Arms Control and Disarmanent Agency and Co-Chairman of a United Nations Association Task Force.

Until his appointment to the White House, Peterson was also a Director of the First National Bank of Chicago, American Express Company, and the Illinois Bell Telephone Company.

Secretary Peterson has received several awards including being named one of the "Ten Outstanding Young Men" in the Nation by the U.S. Junior Chamber of Commerce, and being cited in 1962 by *Life Magazine* as one of the 100 most important Americans under 40.

Bicentennial Parks Unveiled Plan For 1976 Celebration



SPECTACULAR SITE—*An artist conception of proposed Bicentennial Parks which would be built by states on 100 to 500 acres of land donated by the federal government, shows fun, historic and educational possibilities for the 1976 celebration.*

The American Revolution Bicentennial Commission has unveiled a plan for a series of Bicentennial Parks, built on land donated to the states by the Federal government.

Shown to governors

Governors were given details of the concept at the National Governors Conference in Washington late last month.

The Bicentennial Park, built at each state's discretion, would serve as the focal point of that state's celebration of the country's 200th anniversary. During the celebration the Bicentennial Park would be serviced by a caravan which would transport state exhibits and international exhibits from one state park to another.

After the 1976 activities the park would remain as a permanent facility.

David J. Mahoney, Bicentennial Commission Chairman, said the park plan would make the bicentennial celebration "truly national in scope."

The plan will be submitted to President Nixon and Congress, Mahoney said.

It calls for the donation of Federally-owned surplus land or otherwise donated land varying in size from 100 to 500 acres. The site locations have yet to be determined.

Design and construction of the park facilities would be financed primarily through Congressional appropriation. The respective states would manage and operate the park during, and after, the bicentennial observance.

Each park would have a "bicentennial pavilion," which would remain as a permanent structure after the celebration. According to a prototype model each pavilion would include:

—A state historical exhibit hall where state and regional artifacts and memorabilia could be displayed.

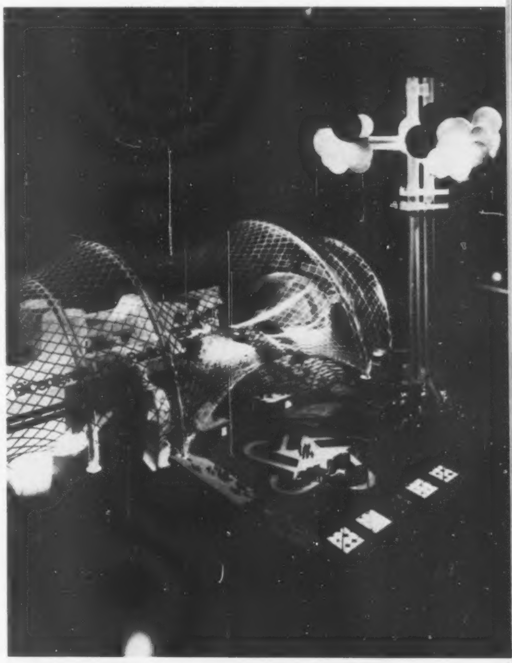
—A state crafts bazaar where arts and crafts indigenous to the state could be displayed and sold.

—A multi-screen theatre for films devoted to the history of the state or region.

—An amphitheatre where continuous live performances by national and international entertainment and cultural groups could take place. The fixed seating area could be covered by a unique cable-operated roof structure that could be opened in good weather.

Other suggested park features depicted by the model included:

- A bicentennial plaza for major events of the celebration.
- A botanical garden and aviary where plant species and live birds of the state could be featured under a transparent dome.
- An ecology center for building environmental awareness.
- An international exhibits center and crafts bazaar to accommodate touring portable mobile units from all parts of the world.
- Food facilities, including a restaurant and snack kiosks.
- A state crafts workshop where local artisans could give demonstrations.



PARKS FOR PLAY—*Restaurants, snack kiosks and bright lights of entertainment are features of the proposed Bicentennial Park venture which would make the 200th anniversary celebration of the U.S. "truly national in scope."*

- Recreational facilities, including a marina, a children's playground and a picnic area.

Under the plan, Mahoney said, guidelines governing the basic design of the parks would be established by a national design review board.

RECORD COMPA
BOOKING FREE
YODI
324

REHEARSAL TIME—*YODI musicians, enter Young Disciples, Inc., studio in East St. Louis, Ill., for a rehearsal session. The foundation, funded by the Economic Development Administration, developed talents of 45 young musicians and placed them in professional positions last year through technical assistance grants.*

Federal Technical Assistance Grants Helping To Create New Jobs In U.S.

What started out a few years ago as a saxophone duet of two devoted musicians in a black central city neighborhood of East St. Louis, Illinois, has developed into a business enterprise. And the business is music.

Music for profit

The business enterprise is known as Young Disciples, Inc. (YODI), which functions also as a musical training program. YODI now helps approximately 70 youngsters of the black area to learn to play music for profit. Its goal is to grow to such an extent that it will be able to teach 150 to 300 youngsters at one time.

Early last month, Commerce's Economic Development Administration approved a grant of $117,831 to the Young Disciples Foundation, Inc., 324 Collingsville Avenue, East St. Louis, to help continue YODI's program for the next year. The Foundation has arranged to provide $42,000 for this purpose.

The EDA grant is the third made to help finance the project. The first, totaling $86,910, was made in December, 1969, and the second, amounting to $125,000, was approved in January, 1971.

The Foundation reports that in 1971 it developed the talents of 45 young musicians, placing them in professional entertainment centers, and that it also helped to initiate two major businesses, a music publishing company and a recording studio.

YODI has booked performing groups into part-time jobs paying from $12 to $20 per person per night. It has established a music library for research and instruction, has conducted workshops and festivals, and has made contacts throughout the country with national recording companies, publishing houses, and booking agencies preparatory to entering regional and national markets with its own groups and recordings.

The group says it intends in the coming year to place increased emphasis on its recording activities to promote the talents of the young musicians whom it trains.

Because East St. Louis has a minority population of 60 percent, and an unemployment rate of 25 percent, project leaders feel that their activities can stimulate economic growth in the city.

In fact, YODI has already made achievements in this direction. It is credited with bringing clientele to Collingsville Avenue that has resulted in the opening of a restaurant, beauty parlor, school of cosmetology, and clothing and furniture stores. A local newspaper has noted that people are visiting the area to shop in larger numbers than before.

The EDA program

The EDA grants have been made under the technical assistance provisions of the Public Works and Economic Development Act. These provisions authorize technical assistance to help alleviate or prevent excessive unemployment in areas designated under the act as redevelopment areas, or to other sections found to have substantial need for aid.

One of the many examples of EDA technical assistance is a project in the little Mexican border town of Calexico, California, in which the town's abandoned cotton gin was converted into a prefabricated housing factory to build in the area what may be the Nation's largest community of factory-made homes, a Spanish-style community called Kennedy Gardens. The plant now employs 155 workers, mostly local residents, who have learned new skills in their new jobs.

Commuters, who traveled many hours daily to work in the past, and others who have occupied dilapidated houses, are moving into the new homes, which include carports and air conditioning and can be purchased for monthly payments ranging from $88 to $110 a month. Plans call for laying down 299 houses on the town-owned site in 1972.

The new houses and the jobs created in producing them are helping to relieve a decade-old pinch in Imperial County, in which Calexico is located. In January, 1971, unemployment totaled 11.3 percent of the local work force. Calexico's population has increased rapidly, and overcrowding in available housing reached a point where at one time nearly half the town's population lived in substandard dwellings.

Financial help

Faced with this situation, concerned citizens formed a group to seek Federal aid. EDA made two grants totaling $146,000 to the Rural Development Corporation, a statewide group that seeks skilled aid for the poor in small California communities. The Office of Economic Opportunity and Federal housing agencies also extended aid. The corporation negotiated a $5.4 million bank loan to finance the construction of Kennedy Gardens.

In the 1971 fiscal year ending last June 30, EDA approved $12,406,000 in assistance for 262 technical assistance projects. For the duration of the program, extending from fiscal years 1966 through 1971, EDA had made available $64,636,000 in aid for 1,431 technical assistance projects.

YODI began its development when Allan P. Merry, its director and a young man not yet 30, came to East St. Louis in 1965. Merry had a BA in music from Tennessee State A&I University, and was an experienced saxophone man with the famed Ray Charles Band. After performing in area night spots, he took a job at $60 a week as a recreation director of the South End Neighborhood Opportunity Center. After hours, he and another saxophone player practiced. From this duet YODI evolved.

Merry had an idea that talented youngsters could be trained in every aspect of musical performance, including fine musicianship, composition, and staging, and that an organization could be created capable of handling such hard facts as accounts, union dues, fees, and taxes. He felt that, with aedquate training, the youngsters could develop into professional musicians in their own neighborhood.

By early 1969, YODI had assembled a performing group of 52. Money earned at colleges and universities, area night clubs, restaurants, hotels, and dance halls were put back into instruments, uniforms, and transportation costs. At times instruments were begged and borrowed. Players made their own uniforms, produced music stands with cardboard and blue paint, and developed the spirit to endure four-hour rehearsals three times a week.

Merry still held his job as recreation director at the neighborhood center. In the music department, he was assisted by VISTA volunteers, chiefly Mark Swanson, who had a college degree in sociology and received a VISTA wage of six cents an hour and a living allowance. Swanson helped the musicians with paperwork, staging, transportation arrangements, and the like.

Early in 1969, a group rehearsal was called off, and Merry spent the allotted time telling the young musicians that they could become a business operation. He explained that they would have to work hard, and that it would take a long time, but that they would be paid what they earned when they earned it. He left the group alone to talk the matter over. The musicians concluded that they would like to try to succeed in business.

Money needed

To go professional, they needed money. Turned down by local resources, Merry and Swanson went to Washington in March, 1969, seeking Federal assistance. When they returned to East St. Louis, they reported on hopeful talks with EDA officials, named a board of directors, including parents of some of the young musicians and local businessmen who had been helpful in the past, and drafted a proposal for EDA assistance. This led to the first EDA grant.

At present, some 20 acts are per-

YODI REHEARSAL—*Allan P. Merry, director of YODI, is shown conducting a rehearsal of young musicians engaged in the musical development and training program. YODI owes its success to Merry and the EDA technical grants.*

AT WORK IN STUDIO—*Marion Harris (at left), electric equipment man, repairs lights in recording studio while Pamela Haley, (right), YODI's youngest member takes a break. A Federal grant enabled them both to have these jobs with YODI.*

formed by 67 members of YODI, including four instrumental bands and other units of vocalists and dancers, among them Afro dancers. New musical ideas are tried. Although Merry began as a jazz man, he wants YODI members to master many kinds of music, and to include college in their plans if possible. Of 18 YODI members out of high school, 14 have enrolled in college.

Attracting artists

When top musicians are not available as teachers at prices the YODI musicians can pay, schedules are made to attract performing artists and educators as part-time teachers. As a result of the instruction given, some of the musicians perform well in gospel, rollicking rock, soul, and other music forms, and can do it by ear or reading.

Most of the musicians perform at least once a week. And they are beginning to make money. During the first quarter of 1971, for example, they cleared $4,450, some of which was returned to YODI for instruments, uniforms, sheet music, etc., the accumulated total of which is now valued at $50,000.

As the musicians developed, they ran into a roadblock. To perform in some of the better places, they had to have union cards, which cost $147.50 each. Late in January, 1971, an Office of Economic Opportunity interest-free loan permitted the purchase of union cards for 30 of the musicians. The cards advanced the income of the average performer from as little as $10 a night to more than $30.

The young musicians are put under contract with YODI as their skill grows. They are placed in jobs through a YODI booking agency.

Evidence of the group's purpose is reflected in the operating rules, which include personal behavior and rehearsal and performance practices. One violation of some of the rules will result in immediate dismissal. Rules include the following: the building used is for rehearsal only; bad notes and messed-up routines are subject to fines; rehearsals are to be attended only by singers and band members directly involved; fighting in the building or on programs is not permitted, and drinking intoxicants or use of drugs is not allowed.

The Young Disciples Foundation, the nonprofit parent organization of YODI, is hopeful that the day will be reached soon when the group can make its way on its own financially, and will no longer need a Federal grant or any other kind of monetary aid.

—EDA

Future For Minorities Helped By Education

A new generation of young minorities will emerge in the last decade of the 20th century.

It will be the first generation to feel the full impact of the Nixon Administration's program to give minority businessmen a piece of the action, a place in the American free enterprise system.

Education needed

The problem today, according to the Commerce Department's Office of Minority Business Enterprise staff, is that there hasn't been enough emphasis placed on business education for minorities.

The first step—education and training—will make minorities qualified businessmen. That is the direction the Commerce agency aims its sights in the immediate future as 90 percent of its funds are going to minority business development organizations which offer technical assistance and education to businessmen.

The other 10 percent of OMBE's funding programs are in a variety of education grants and assistance to national minority organizations.

The next few years will see emergence of a number of organizations to lend strength to minority companies. Organizations such as the American Bankers Association, which has pioneered the way in the 1970s to obtaining increased deposits in minority-owned banks.

The Rev. Leon Sullivan of Philadelphia has created another kind of organization which will serve as a pattern for the future. His organization, a model in the minority community, is building its own shopping centers, providing business opportunities and its own training program for blacks.

Probably by the 21st century many major companies will have undertaken management training programs, producing capable owners and potential businessmen.

—OMBE

Business Profits Can Be Increased By A Daily Government Listing

- A golf course owner in the Northeast found his business to be too seasonal and needed to expand his operations to bring in income during the months he could not function. He's now buying surplus clothing from the Federal Government and selling it to farmers, lumbermen and other workers in his area, and bringing in profits 12 months of the year.
- A Mid-Western manufacturer of aluminum doors and windows is following Government procurements all over the United States—even up as far as Alaska and, to quote him, "making an awful lot of money."
- The best equipment manufacturer in the United States has a contract with the General Services Administration to deliver a special type of nail. By reading an item in a Government publication, he discovered another agency was soliciting for this same type of nail. Since he had an exclusive contract for this equipment, he reported what he had seen to GSA, and was rewarded with the additional contracts.

Profit increase

All of these businessmen have been able to increase their profits through subscriptions to *Commerce Business Daily*, the U.S. Department of Commerce magazine which advertises the needs of the biggest customer in the world—the United States Government.

Commerce Business Daily publishes Monday through Friday (except for Federal holidays) a listing of U.S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property and foreign business opportunities.

Actually law requires the publication of these listings. All Government proposals for civilian procurements over $5,000 and defense procurements over $10,000 must be published. The service, while a legal "must," however, has proven to be of extensive value to American businessmen.

Through the magazine, big and small businesses alike keep up with bid opportunities in their particular fields of interest. And, day after day, hundreds of new "wanted" items are added to the Government's shopping list.

Just about any kind of item a businessman wants to sell will probably turn up—sooner or later—to be something the Government wants to buy. Even a blue whale has shown up in the "buy" list—years ago. And more recently (in a February issue), the $10.6 million, 30,000-pound model of the SST was listed for sale.

This cutaway one-winged model of the supersonic transport was advertised for sale after one contractor asked the Government for $42,000 just to carry it away. Since the advertisement in the *Daily*, the Government has had bids on it—one by a party who would like to use it in a racing museum.

Small businessmen often think they don't stand a chance in competitive bidding. To make sure they do have a chance, the Government sets aside for them all or part of many procurement proposals.

Procurements set aside exclusively for small businessmen recently included: airfield runway lighting; building construction, demolition, maintenance and renovation services; a closed circuit television system; data processing services; erosion control and landscaping services; moving services; and a printing press.

One small business in the West which manufactures fishing tackle boxes, a seasonal item, has been able to turn out cannisters used in hand grenades—a procurement advertisement it found in the *Daily.*

Contract awards over $25,000—of which there are more than 65,000 a year—also are announced in *Commerce Business Daily.* The announcement of these awards gives small businessmen and others leads to prime contractors who may want to subcontract.

Proposals as well as contract awards for research and development services are announced daily. These proposals range all the way from automobile engine design and development to drug abuse research to long-range planning for management of water and related land resources.

Several publishing firms extract these R&D proposals and awards directly from the *Daily* and reprint them in their own reporting services or research and development publications.

Surplus property

For the businessman interested in buying from the Government, there are advertisements for the sale of surplus property. The ads offer opportunities to bid on such items as ambulances, buses, office furniture, scrap, and machine tools.

There are also periodic announcements of long-range military procurement plans and estimates, to enable potential suppliers to plan ahead; new manufacturing processes resulting from Government-owned patents, available to private manufacturers; bid opportunities offered by foreign governments, future foreign constructions projects and U.S. AID-financed projects.

The daily issues are as easy to read as the want ads. They contain no pictures—just facts. The subscription cost is $25.00 a year.

Any businessman who wants to see whether the magazine can help him is invited to write for sample copies to the Office of Business Services, U.S. Department of Commerce, P.O. Box 5999, Chicago, Ill. 60680.

—*Office of Business Services*

Even In Nation's Low Income Areas, Majority Lives Above Poverty Levels

In selected areas where there were a substantial number of families with low incomes in 1970, the overwhelming majority of individuals and families were living above the recognized poverty level.

However, the 1970 Census Bureau survey that uncovered these facts also pointed to a less-than-high-school educational level for nearly two thirds of the persons 25 and over living in these areas, and showed high unemployment rates for younger persons, particularly teenagers.

Jobless rate

The jobless rate for family heads was approximately the national average. Poverty was particularly high for families headed by females. Incomes and earning rates of Negroes were somewhat below whites, but usually were above Spanish residents.

The majority of employed persons in these areas held blue-collar jobs, and by far the greater number the less skilled and lower-paid jobs.

The vast majority of the employed did not identify any particular problem in holding a job or finding a better one, but among those who did so lack of skill, experience, or education were significant factors. Nearly one-fourth of those 16 or over living in the areas were not in the labor force or in school, or for various reasons were not seeking work.

The survey was conducted in late 1970 in 60 urban areas located in 51 of the Nation's largest cities, and in seven rural areas, as part of the 1970 Census of Population and Housing. The areas were selected through the joint efforts of the Department of Commerce, the Department of Labor, the Department of Agriculture, the Office of Management and Budget, and local officials. An average of 5,400 persons 16 or over were interviewed in each area.

Information gathered in the survey is expected to be useful in guiding Administration employment programs by pinpointing places of need, and particularly deficiencies in education, skills, and other human needs. The data likewise will be valuable to State and local governments, business and industry, and others interested in the wide range of problems involved.

The population of the areas totaled 8,711,000 persons 16 or over, of whom 4,173,000 were white other than Spanish, 1,031,000 Spanish, 4,308,000 Negro, and 230,000 other racial groups.

To determine poverty, an index adopted by a Federal interagency committee in 1969 was used. Under this index, the poverty dividing line ranged from $1,556 a year for an unrelated female 65 or over living on a farm to $3,880 a year for a nonfarm family of four consisting of man and wife and two children under 18 and $6,904 a year for a nonfarm family with a male head and seven or more other persons, none under 18.

Using this yardstick, the survey sample showed that of the 8,711,000 persons 16 or over in the areas 1,969,000, or 18.4 percent, were living below the poverty level, and that of 3,080,000 families in the areas 703,000, or 22.7 percent, were below the poverty line. However, of the 905,000 families with female heads, 405,000 or 44.8 percent were living below the poverty cutoff level.

Of the total families, 785,000 or more than 25 percent had incomes of $10,000 or more, and 252,000 or more than eight percent had incomes of $15,000 or more.

Among the 4,308,000 Negroes, 1,078,000 or 25 percent were living in poverty. Of 1,612,000 Negro families, 438,000 or 27 percent were below the poverty line. However, the poverty level for Negro males was 15.9 percent and for females 26.1 percent. For Negro families with a male head it was 14.9 percent, and for families with a female head 48 percent.

For the Spanish, the ratios were: of 1,031,000 individuals, 236,000 or nearly 23 percent were living in poverty; of 406,000 families, 105,000 or nearly 26 percent were below the poverty line.

Educational levels

The educational attainment of the 6,771,000 individuals in the areas 25 and over divided in the following manner: those with less than four years of high school, 4,345,000 or 64.2 percent; those with less than eight years of school, 1,773,000 or 26.2 percent. Meanwhile, 1,644,000 or more than 24 percent had received four years of high school, and a relative small number four years of college.

Educational levels of whites were substantially above the average, those of Negroes not greatly different from the average, and those of Spanish in the areas well below the average. For example, 77.5 percent of Spanish males and 82.2 percent of females had less than four years of high school, and 44.6 percent of the males and 51.3 percent of the females had less than eight years of school.

Of 4,975,000 persons in the areas in the labor force, 478,000, or 9.6 percent, were listed as unemployed. But sharp disparities were shown in the different unemployed groups.

Samples of unemployment rates follow: for family heads, 6.2 percent; for persons 16 to 21 years of age, 24.4 percent; for those 16 to 19, 29.2 percent; for those 20 and over, 7.8 percent. Unemployment rates for Negroes were: males, 10.2 percent; females, 12.3 percent; for Spanish: males, 9.2 percent; females, 12.7 percent.

For 3,060,000 workers in the

Extent Of Poverty In Families Of Civilian Noninstitutional Population

[Data in thousands except mean and percent; includes wives in male-headed families whose head is present and a member of the Armed Forces]

Family Size Work Experience	All families with income below the poverty level	Families With Male Heads				Families With Female Heads			
		All Races	Negro	White Spanish	Other white	All Races	Negro	White Spanish	Other white
All families with income below the poverty level	708	299	158	52	85	405	285	58	59
Families with—									
2 persons	208	107	51	10	43	101	63	12	23
3 persons	115	36	18	6	11	78	51	12	13
4 persons	112	37	18	8	10	75	53	11	9
5 persons	90	33	17	8	7	57	42	8	6
6 persons	65	27	14	6	6	38	29	5	4
7 persons or more	113	58	34	14	9	55	46	5	3
Families with—									
No children under 18 years	152	114	54	11	46	38	21	3	13
Children 6 to 17 years only	208	66	36	13	15	142	100	20	20
Mean number 6 to 17 years	2.6	2.7	2.8	2.8	2.6	2.5	2.6	2.5	2.3
Children under 6 years	343	118	68	28	24	225	165	30	26
Mean number of children in families with children under 6 years	3.6	3.7	3.9	3.7	3.2	3.5	3.6	3.2	2.8
Total families with head under age 65	607	229	118	45	58	379	269	51	51
Head worked 50 to 52 weeks, full time	118	85	44	19	19	33	27	2	4
Head worked 27 to 49 weeks, full time	59	36	19	8	9	23	18	2	3
Head worked 1 to 26 weeks, full time	69	29	15	6	8	39	29	4	6
Head worked part time	43	13	7	2	4	30	22	2	5
Head did not work at all	319	65	34	10	18	254	173	42	33
Main reason was poor health, illness, or disability	100	44	24	7	12	56	43	6	6
PERCENT OF FAMILIES WITH INCOME BELOW THE POVERTY LEVEL									
All families	22.7	13.6	14.9	17.6	10.5	44.8	48.0	48.2	31.9
Families with—									
2 persons	18.7	13.8	14.9	14.7	11.5	32.6	36.0	38.7	23.6
3 persons	17.9	8.4	9.2	10.2	6.8	37.9	38.8	42.8	31.4
4 persons	22.7	10.5	11.0	13.2	8.4	52.8	54.9	51.6	43.1
5 persons	27.8	14.1	14.9	19.4	9.5	59.2	60.3	60.1	53.1
6 persons	30.6	17.9	17.8	23.5	13.9	60.4	60.4	63.7	57.0
7 persons or more	37.8	27.2	27.4	34.0	20.9	63.9	64.5	62.2	61.0
Families with—									
No children under 18 years	12.6	11.6	12.9	12.0	10.1	17.5	19.3	17.1	15.0
Children 6 to 17 years only	24.2	12.3	13.3	16.3	8.7	44.3	45.4	46.9	36.9
Children under 6 years	33.4	17.9	18.9	22.4	13.3	61.5	61.7	62.3	59.4
Total families with head under age 65	22.7	12.2	13.2	16.6	9.0	46.7	48.9	49.5	36.1
Head worked 50 to 52 weeks, full time	7.8	6.7	7.2	10.2	4.3	14.2	16.5	8.6	8.2
Head worked 27 to 49 weeks, full time	15.9	12.4	13.4	18.1	8.5	28.5	31.3	22.9	20.2
Head worked 1 to 26 weeks, full time	42.8	30.4	32.7	39.6	23.8	61.7	64.3	58.6	52.9
Head worked part time	36.6	24.2	28.2	34.0	17.7	47.4	50.0	57.4	36.5
Head did not work at all	61.0	43.4	46.9	50.6	36.3	68.0	71.6	62.4	59.6
Main reason was poor health, illness, or disability	58.5	45.9	48.8	51.2	39.5	61.4	64.8	56.8	49.3

areas employed full time, the median income was $5,769 a year. For males it was $6,595 and for females $4,537. The median income for Negro males was $6,390 and for Spanish males $5,693. For Negro females it was $4,334 and for Spanish females $4,138.

Median incomes showed the same general pattern for family heads. For unrelated individuals, the median income was $2,987, balanced between $4,030 for males and $2,314 for females. The median income for Negro males in this group was $4,412, for Spanish $3,773, and for other white males $3,769; for Negro females it was $2,141, Spanish $2,338, and other white females $2,438.

The median weekly earnings of workers on full-time schedules was $113, broken down in the following way: males $128, females $91; Negro males $125, Spanish males $112, other white males $142: Negro females $89, Spanish females $80, other white females $99.

Of the 16 and over population of the areas, 4,975,000 or 57.1 percent were listed as in the labor force and 3,736,000 as not in the labor force. Of 4,498,000 rated as employed full-time and part-time, 1,914,000 were grouped as blue-collar workers, 1,556,000 as white-collar workers, and the remainder as service, private household and farm workers.

Blue-collar ranks

Among the blue-collar workers, 508,000 were ranked as craftsmen, and the remainder as transportation and other operatives and laborers. Among the white-collar workers, 584,000 were ranked as professional and technical, managerial and administrative and the rest as sales and clerical personnel.

Distinct differences were shown in the professional, technical, managerial and administrative categories. Of 382,000 in the professional and technical group, 63,000 were Negro males, 13,000 Spanish males, and 111,000 other white males, and 86,000 were Negro females, 8,000 Spanish females, and 83,000 other white females. The 202,000 in the managerial and administrative group included the following: 45,000 Negro males, 15,000 Spanish males, and 80,000 other white males and 20,000 Negro females, 3,000 Spanish females, and 31,000 other white females.

Among persons listed as employed, 2,833,000 did not identify any problem in holding a job or finding a better one. Of 1,190,000 who did, 817,000 gave lack of skill, experience or education as reasons. Negroes were much in the majority among those who did not identify any problem in holding a job or finding a better one and among those who cited lack of skill, experience, or education as their major difficulty.

Among 2,124,000 persons in the 16 and over group in the areas who were neither in the work force or in school, 569,000 wanted or might want a job and 1,555,000 were not seeking work. Major reasons cited for not seeking work were family responsibilities, poor health, illness or disability, and lack of skill, experience or education.

Of the 16 and over population of the areas, 2,923,000 were listed as having been born in the city in which they were located, and 4,431,000 in other parts of the Nation. Among the latter, 3,098,000 were shown as born in the South, 1,741,000 in small or medium-sized cities, 982,000 on farms or in the open country, and 375,000 in larger cities or suburbs.

Copies of the report, entitled "Employment Profiles of Selected Low-income Areas, 1970: U.S. Summary, PHC (3)-1, are available for $2.00 each from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Department of Commerce field offices located in 42 cities throughout the country. —*Census Bureau*

Water Use Over Next 50 Years Being Surveyed To Aid Business

Projections of the prospective growth and changes in important segments of the Nation's economy over the next 50 years are being prepared jointly by the Commerce and Agriculture Departments.

The projections are being compiled for the Water Resources Council, and will be incorporated in a report expected to be issued this year by the Federal agencies.

In the Commerce Department, the work is being done by the Bureau of Economic Analysis. The projections are being broken down for each of the 50 States and for 173 economic areas that cover the Nation and are considered the most useful for regional economic analysis and projection.

Robert E. Graham Jr.
Associate Director for
Regional Economic Analysis
Bureau of Economic Analysis

The projections will give a picture of what the economy is expected to be for each State and each area at decade intervals beginning in 1980 and continuing until 2020. These basic segments of the economy will be covered:

- Personal income by type and industrial source.
- Prospective employment in approximately 39 industries.
- Population.

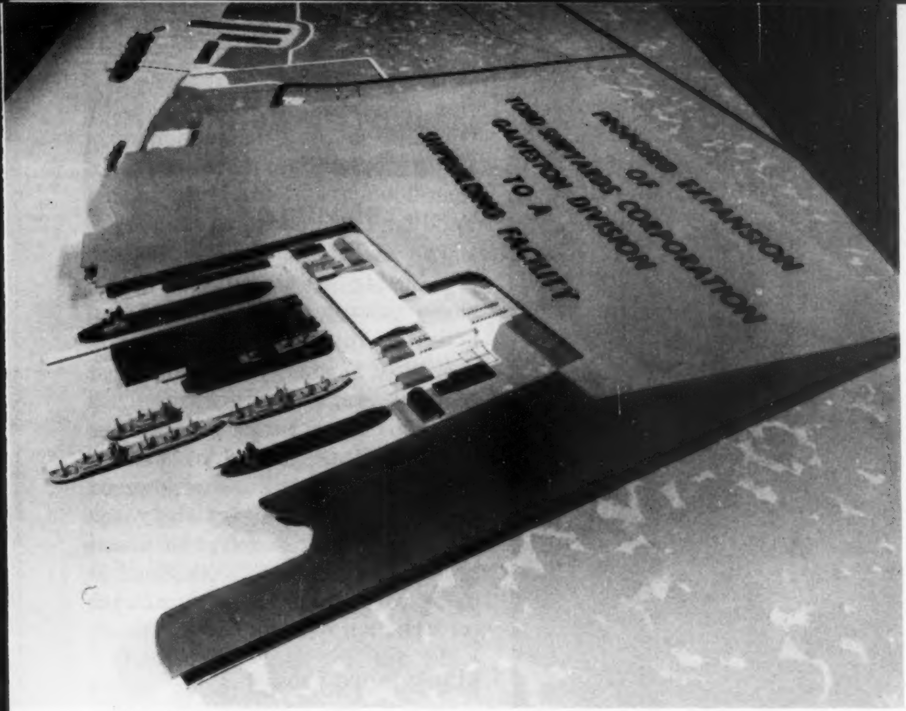
The purpose of the study is to provide water resource development agencies with data with which to calculate water requirements over the next 50 years and to assist in economic evaluation of alternative water resource development programs.

As its participation in the project, the Department of Agriculture, through its Economic Research Service, is undertaking to project the agricultural component of personal income and employment.

Robert E. Graham, Jr., Associate Director for Regional Economic Analysis of the Bureau of Economic Analysis, points out that the results are expected to be useful, not merely to water resource development agencies, but to many government agencies and private organizations and groups.

Graham is directing the Commerce Department's portion of the study. The Agriculture Department portion is directed by Melvin L. Cotner, Director of the Natural Resources Economics Division of the Economic Research Service.

—*Bureau of Economic Analysis*



RESEARCH CENTER—*Site of the National Maritime Research Center is shown in relation to the proposed $60 million expansion plan for Todd Shipyards Corp., Galveston Division, which would give Pelican Island yard the most modern shipbuilding facility in the U.S. Model of existing yard indicates the more than 200 acres of unused Todd property where facility would be built, contingent upon receipt of $250 million in contracts for LNG tankers. The center was dedicated last month.*

New Government Research Center To Aid U.S. Shipping Productivity

In Galveston, Tex.—already a hub of maritime activity—a center was dedicated late last month which will add further impetus to President Nixon's decade-long shipbuilding program to revitalize the American Merchant Marine.

Floating dry dock

The government dedication was held at the keel laying of the world's largest floating dry dock. At the industry ceremony, Todd Shipyards Corporation announced the start of this $16 million project at their Gulf Coast Galveston facility.

The new government center, a Maritime Administration-sponsored ship research facility at Todd Shipyards Galveston facility, is designed to deal with problems that will help improve productivity of American shipping—one of the goals of the Administration's program.

Andrew E. Gibson, Assistant Secretary of Commerce for Maritime Affairs, said that the Galveston center and the one opened by the agency eight months ago at the U.S. Merchant Marine Academy, Kings Point, N.Y., will both function as field testing services for the shipping industry.

"New technological advances developed both by the Maritime Administration and by industry can be tested thoroughly at these centers before being installed aboard merchant ships," he said.

"Up till now," Gibson added, "there has been a major gap between paper studies and shipboard installation and testing of new equipment—which can be expensive and often a risky undertaking."

The Galveston center will initially concentrate on conducting full-scale tests of tug-barge linkage systems to determine their utility in the ocean environment. In addition, plans call for research at the new facility to improve protective hull coatings and alternative ways to carry out underwater repairs during normal stays in port.

Another priority program will be to develop oil-water separators and sewage treatment systems to eliminate polluted discharges from ships.

Testing provisions

Testing components, such as pipeline systems necessary for building deepwater terminal facilities in the United States, and administering MarAd's liquefied natural gas (LNG) transportation research program will also be performed at the new center.

It is also expected to act as a direct transfer point of technical information to various segments of the shipping industry, through the sponsorship of conferences and seminars to achieve specific gains.

Gibson said that the new center will also work closely with the Gulf Coast maritime industry and expressed his confidence that the two, working together closely, "will add substantially to the future growth and development of the American Merchant Marine."

Galveston was selected as the site for this second national research facility because of the "proximity of much marine-related activity to it—the port, the shipyards, the offshore petroleum industry, and the excellent marine-oriented education and research institutions," Gibson explained.

Program activities for the new center will begin in current facilities owned by the Government and representing approximately $4 million. Government personnel will be restricted to a management cadre, with the implementation of the programs originating through contractual support to the area resources.

The Todd Shipyard Corp. will support the center in an extension

TODD SHIPYARDS CORP.

TODD ALL WEATHER FAB—*A new feature of the Galveston plant offers an all weather fabrication facility for marine and heavy industrial users. With more than 90,000 square feet of work area and with cranes having a lifting capacity of 400 tons, Todd's Southwest Plant, shown in foreground, can handle jobs such as offshore and intracoastal work. This facility will also be able to carry out work for firms engaged in tunnel and bridge construction. Todd's expansion plans could cost $60 million.*

WORLD'S LARGEST—*A floating dry dock, largest in the world, will be built at a cost of $16 million and operated for ship repair and launching by Todd Shipyards' Galveston Division. It is prominent in Todd's proposed expansion.*

of its current obligations to the Maritime nuclear program, and contracts will be released to other academic and industrial organizations in the region to support the projected program.

Industry's program

The ceremony announcing the opening of the research center was sponsored by industry. John T. Gilbride, president of Todd Shipyards, announced the beginning of construction of the large floating dry-dock at his company's Galveston Facility—a 922-foot-long, $16 million dock that will enable Todd to build or handle repairs on the biggest ships now operating, or ones which may be operative in the future in the Gulf region.

Gilbride also announced "provisional plans" for a $40 million expansion of all Todd's shipbuilding facilities—depending upon acquiring $250 million worth of shipbuilding contracts.

The future portion of the expansion program, as envisioned by Gilbride, is the construction of a major shipbuilding facility on more than 200 acres of currently unused Todd land on Pelican Island.

The multimillion dollar floating dry dock is expected to stimulate a sharp upsurge in the shipbuilding activities in this Gulf Coast area.

With U.S. energy demands most certainly requiring extensive use of liquefied natural gas in the decades ahead, and the construction differentials being lowered between U.S. and foreign shipyards for the sophisticated type of vessel needed to transport LNG, Todd is in an excellent position to attract construction with its new facilities.

Many more jobs

When completed, these facilities are expected to provide some 2500 to 3500 more jobs at the Galveston Division.

With the launching dock and the new construction facility, in fact, Todd will be able to build ships on level instead of inclined ways—a more efficient and economical mode of shipbuilding. The dock will be not only the most needed, but also most novel dry docking-launching facility in the country.

It will be able to handle repair work on the big ocean-going barge-carrying ships and the new complex will also be able to help launch newly built tankers up to 270,000 deadweight tons, as well as LNG carriers.

There is a strong possibility that the Galveston facilities will have a $14 million conversion contract to change four conventional freighters owned by Lykes Bros. Steamship Co., Inc. into combination container and breakbulk carriers. Lykes has already applied to the Maritime Administration for construction subsidy to aid in these conversions.

In 1970, Todd Shipyard was awarded $30 million to convert nine other Lykes vessels. Six of these ships are now in operation.

—Maritime Administration

Amusements, Travel Show Big increases in Sales Receipts

More people apparently have more leisure time, and are using it for entertaining themselves more, and traveling more.

Receipts in October, 1971, for motion pictures, amusement and recreational services showed a 14 percent increase over September receipts, according to a report issued by Commerce's Census Bureau. The figures were adjusted for seasonal variations and trading day differences, but not for price changes.

October receipts for the hotel group, which includes camps and other lodging places, except rooming and boarding houses, organization hotels and lodging houses operating on a membership basis, advanced 3 percent over the previous month. Receipts for business services and miscellaneous repair services declined 4 percent.

Compared with October, 1970, adjusted receipts in October, 1971, for motion pictures, amusement and recreational services advanced 13 percent, while receipts for business services likewise dropped 4 percent.

For the three-month period ending October 31, 1971, adjusted receipts for automotive and miscellaneous repair services increased 9 percent as compared with the same period of the previous year. Business services declined 2 percent.

In comparison with the three-month period ending July 31, 1971, adjusted receipts for the hotel group were up 5 percent, while miscellaneous repair services fell 8 percent.

For the first 10 months of 1971, adjusted receipts for miscellaneous repair services advanced 17 percent as compared with the same period of the previous year. Receipts for business services were practically unchanged.

—Census Bureau

Calendar For Businessmen

March 7—New York City—Input-Output Conference, "Successful Techniques for Business Planning As Used in the Private Sector," sponsored by The Institute for Interindustry Data, the North American Society for Corporate Planning, The Institute for Management Science, and the New York Business Service Office, U.S. Department of Commerce at the New York Hilton. Contact The Institute for Interindustry Data, Inc., G. H. Blackett, 212-265-2666.

Mar. 12-17—College Station, Tex. —Sixth annual course in Basic Industrial Development, Texas A & M University, Tuition, $200. For information, Industrial Economic Research Division, P. O. Box 83 FE, College Station, 77843. Phone: 713-845-5711.

Mar. 24-25—Greensboro, N.C.— Retreat and seminar on Minority Enterprise, sponsored by Forsyth County Investment Corp. For information, Keith Crisco. Phone: 919-747-3676.

Mar. 26-31—Chico, Calif.—Basic Industrial Development Course, Chico State College, accredited by the American Industrial Development Council. For information: W. Carl Brune Jr., Pacific Gas & Electric Co., San Francisco. Phone: 415-781-4211.

Two-Year Colleges Swinging Toward Older And More Married Students

Students of two-year, junior or community colleges are older and more likely to be married and commuting between classes and jobs and suburban homes than students of the first two years in a four-year college.

A recent Census Bureau study showed that 47 percent of the 1.7 million attending two-year schools were 20 years old or over, compared with only 23 percent of the 2.2 million freshmen and sophomores in four-year schools.

College comparisons

Thirty percent attended classes on a part-time basis compared with 11 percent in four-year colleges; 23 percent were married, contrasted with 11 percent; 45 percent were from the suburbs, compared with 37 percent; and 34 percent of those in two-year schools lived in the West, compared with only 14 percent of those in the first two years of four-year programs.

Public-supported schools were attended by 92 percent of the two-year students, compared with 73 percent of those in four-year colleges.

Only 15 percent of the students in the junior colleges came from families in which the head of the family had completed college, whereas 26 percent of the freshmen and sophomores in the four-year degree programs did.

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

SCIENCE & TECHNOLOGY REPORT

- Reports detail three industries' pollution control efforts
- Special signal allows deaf to 'hear' television programs
- Industries ask charting of Alaskan waters, fish study
- Advanced computer system to aid study of weather, oceans
- New program to infuse technology into U.S. industry
- Community leaders encouraged to enlist tornado spotters
- Patents of special interest

Reports Detail 3 Industries' Pollution Fight

Airport noise, the use of mercury in fluorescent lamps, and the tobacco industry's efforts to improve pollution control in its manufacturing facilities are the subjects of three recently-released industry pollution abatement reports.

The reports were prepared by the Airlines and Aircraft, Electric and Nuclear, and the General Manufacturing Sub-Councils of the National Industrial Pollution Control Council. They examine specific industry pollution problems, describe industry clean-up actions, and recommend new approaches to pollution control.

Airports and the Community, (30¢) recognizes that citizen and governmental pressures to reduce airport noise have resulted in new operational procedures which include restrictions on runway use and the adoption of noise abatement flight plans. In certain instances, the report says, the public outcry against construction of new facilities and runways at existing airports has "effectively halted such expansion."

To combat the airport noise problem, the report recommends that the Federal government establish standards for the regulation of noise in the vicinity of airports; a single agency be set-up to study and develop a noise measuring and exposure system; the consideration of creating a national airport terminal corporation designed to cooperate with airport operators; and Federal government examination of the need for a national aviation advisory council composed of public, industry, and government representatives.

Fluorescent Lamps, (25¢) while stating that the minute quantity of mercury in fluorescent lamps presents no environmental threat under observed conditions, undertakes to answer such questions as the amount and form of mercury used in lamps, disposal methods, the existing levels of mercury in the environment, and the precautions required for the protection of the environment and individual health and safety.

According to the report, tests indicate that persons involved in using, handling, transporting, and replacing mercury-containing lamps "need have no concern about the mercury contained" should accidental breakage occur. Troublesome situations may occur, however, when poor landfill practice is used or large numbers of lamps are disposed of in small landfill areas. To alleviate such situations, the report recommends extra care in monitoring mercury levels by means of test wells in the vicinity of the landfill.

The Tobacco Industry and Pollution, recommends long-range planning and flexibility in Federal regulatory activities to avoid the imposition of unrealistic environmental standards.

Examining the industry's environmental efforts to solve its air, water, solid wastes, and odor problems, the report states that the industry has the capacity to deal with most of its problems. In a few cases, however, there is a need for research and development because the technology to achieve "desired levels does not exist."

The report concludes with the statement that the industry would find its clean-up job assisted if it had clearer definitions of the authority and responsibility of Federal, state and local agencies.

The reports are available from: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

—NIPCC

Retail Meeting To Focus On Automation Technology

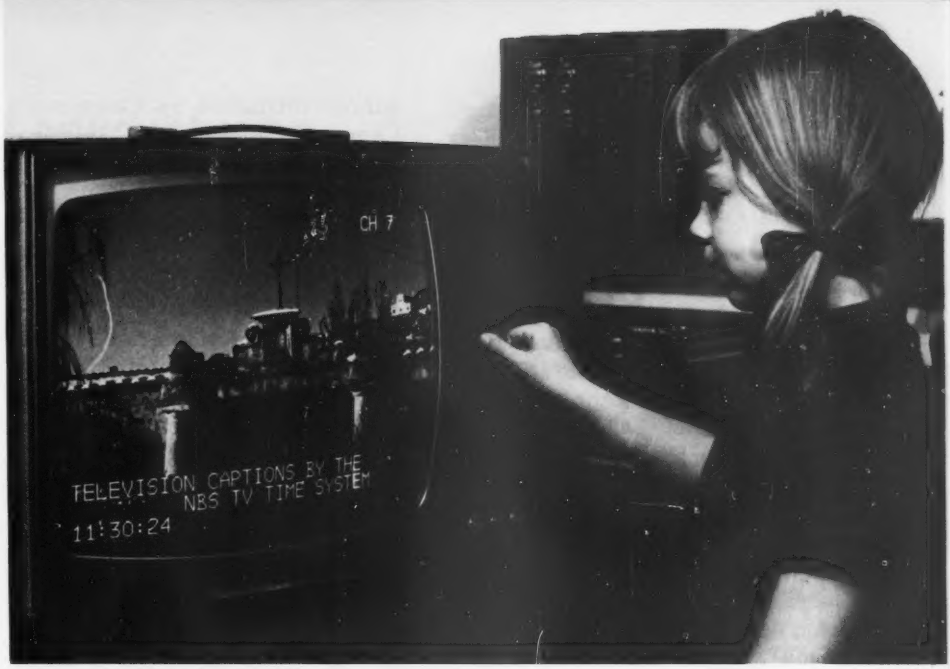
The retail industry's requirements for automation technology is the focus of a meeting March 15 at the Gaithersburg, Md., facilities of Commerce's National Bureau of Standards. It is co-sponsored by the Bureau and the National Retail Merchants Association.

Principal objective of the meeting is to inform the manufacturers and suppliers of computer and automated point-of-sale equipment of the direction the retail industry is taking in developing requirements and plans for recommended standardized technology for automated merchandise and credit customer identification.

Dr. Ruth M. Davis, Director of NBS's Center for Computer Sciences and Technology, said the meeting would give the NRMA an opportunity to report on the work of its task groups.

NBS' Center for Computer Sciences and Technology is providing technical assistance to the NRMA in the development of performance guidelines for automated merchandise and credit identification and in the establishment of related voluntary industry standards.

—National Bureau of Standards



HEARING WITH THE EYES—*A young viewer tests the Bureau of Standards' TV Time system, which will enable the deaf to "hear" television programs.*

Special Signal Allows Deaf To 'Hear' Television Programs

Although TV viewers in the Washington, D.C. area were unaware of subtitles transmitted over the ABC network show "Mod Squad" on Feb. 15, scores of deaf students at Gallaudet College in Washington were reading the dialog as they watched the show.

The event, to show graphically that millions of hearing-impaired viewers can enjoy television without in any way distracting the general TV viewing public, was a joint effort by the developers of the new system at the Commerce Department's National Bureau of Standards, and the Department of Health, Education and Welfare, American Broadcasting Company station WMAL-TV, and Gallaudet.

The new system, called TV Time, devised at NBS's Boulder, Colo., laboratories, allows the sending and receiving of captions in electronic code on the bottom line of the TV screen which can be translated into visual messages on specially-adapted sets. The piggyback signals cause no interference with normal viewing or broadcasting.

The NBS TV Time System is expected to provide private industry with technology to supply many new services, products and systems now in demand but not available.

The television industry has tried numerous experiments with sign language subtitles and special scramblers using cable or phone lines to bring the audio portion of TV to the deaf. These experiments have met with only moderate success because they tend to distract the audience with normal hearing.

The main feature of the TV Time is that the viewer has the choice of seeing the captions or not. A viewer desiring time of day or captions will be able to install a small circuit module in his television receiver.

NBS engineers estimate that the simplest time decoding module, which may be available as early as 1973, would cost less than $20 if mass-produced and installed in the factory. Captioning modules with numerous options would be in the $50 range.

—NBS

Industries Request Charting Of Alaskan Waters, Fish Study

Alaskan waters are to be charted this year at the request of the fishing, mining, forestry, and tourist industries and a study made of fish resources by Commerce's National Oceanic and Atmospheric Administration.

In announcing the surveys, Howard W. Pollock, Deputy Administrator of NOAA, said the purpose is to provide data for detailed up-to-date charts and to conduct fish resource studies for the state's increased marine activities and general economic development.

Some of the waters to be charted have not been surveyed in more than 50 years. Work in southeast Alaska began last month to evaluate the possibility of year-round operations in Alaskan waters. Normally, Alaskan operations begin in April.

Survey vessels will gather information concerning water depths, tides, currents, and bottom types. The data will provide for proper indications of approach channels, anchorage areas, submerged rocks, shoals, reefs, wrecks, and prominent land features on nautical charts.

New large-scale nautical charts of the narrow southeast Alaska waters are needed by all types and sizes of commercial and private vessels. The charts have been specifically requested by the fishing, mining, forestry, and tourist industries.

Surveys are also needed for laying submarine pipelines and for planning large tanker terminals.

—NOAA

Saltwater Sport Fishing Now Billion Dollar Business

Nearly 10 million saltwater anglers spent $1.4 billion on sport fishing during 1970, according to preliminary results of a special survey conducted by Commerce's Census Bureau for the National Marine Fisheries Service, part of Commerce's National Oceanic and Atmospheric Administration.

The survey was done as a supplement to the National Survey of Fishing and Hunting taken every five years for the Interior Department's Bureau of Sport Fisheries and Wildlife.

The number of saltwater anglers has increased more than a million since 1965. Average expenditures per man per year have increased from $96 in 1965 to $144 in 1970.

—NOAA

TV Camera To Be Used To Detect Fish Schools

Fisheries scientists are studying the use of a low-lght level television camera for the detection and assessment of schools of oceanic fish. The camera is so sensitive that it can detect the dim bioluminescent glow given off by plankton at night in marine waters.

Photos are taken from an airplane at up to 6,000 feet. The camera can also record the complete outline of a fish school. The size and shape of the school photographed eventually may permit an experienced operator to determine the identify of the species in the school.

If current tests by Commerce's National Oceanic and Atmospheric Administration are successful, a commercial version of the camera might one day be used by the fishing industry. One airplane equipped with the camera could conceivably provide guidance to a large fleet of fishing craft.

Compact and lightweight at 19 pounds, the camera uses only 12 watts of power from a 12-volt battery and is simple to operate.

Surveys have been made with the camera over coastal waters off California and in the Gulf of Mexico since last July.

—NOAA

Advanced Computer System To Aid Study Of Weather, Oceans

Texas Instrument, Inc., has won a contract for an eight-year lease of an Advanced Scientific Computer providing scientists of Commerce's National Oceanic and Atmospheric Administration a new tool for studying the behavior of the world's weather and oceans.

The contract provides for a lease beginning at about $4.5 million per year with an option to purchase. The computer system is expected to be installed by mid-June 1973 at NOAA's Geophysical Fluid Dynamics Laboratory at Princeton University.

With the new system, it will be possible to simulate the circulation of the air and the sea, and the interactions between them, more accurately than ever before.

Since 1955 the Princeton laboratory, headed by Dr. Joseph Smagorinsky, has been developing numerical models that simulate the physical processes taking place in the earth's fluid envelope, the oceans and atmosphere.

"The new computer will permit us to accelerate research in the modeling of the combined atmospheric/oceanic system in support of the objectives of the World Meteorological Organization's Global Atmospheric Research Program," said Dr. Smagorinsky. "The enhanced simulation capability will still mainly be limited by computing power, but will demand fewer simplifying compromises in design."

Studies made available by the new computer system are expected to provide reliable guidance in the management and protection of the environment. Effects of pollution on the ocean and atmosphere and on the climate can be anticipated thus permitting a larger portion of research to be knowledgeably directed toward changes induced by man's activity. *—NOAA*

New Program Will Spur Infusion Of Technology Into U.S. Industry

A new experimental program to study the process of infusing U.S. industry with new technology has been revealed by Dr. Lewis M. Branscomb, Director of the National Bureau of Standards.

Appearing on a panel at the Winter Conference of the Institute of Electrical and Electronic Engineers at Los Angeles with the President's Science Adviser, Dr. Edward David, and other government spokesmen, Dr. Branscomb described the purpose of a $14.4 million program proposed by President Nixon in his 1973 budget.

The program, Branscomb said, "is to investigate—by actual experience in cooperation with the private sector—the usefulness of a variety of incentives and mechanisms to stimulate the generation and application of private research and development in ways that will make our economy more competitive with other nations, improve its productivity and provide new technological solutions to national problems."

Some very useful science and engineering is expected to result, Branscomb said. "But the primary result will be better understanding of the market environment for research and innovation and new experience with ways industry can seize the opportunities afforded by our national investment in science and technology."

The new program was described as "experiments towards a better environment for innovation." Branscomb stressed that the proposed experiments are clearly intended to test various mechanisms for transferring technology into the industrial application stage.

"Mechanisms will be explored that recognize proprietary interests as a motivating force to move innovations to the market," Branscomb said. "At the same time we will ensure that the public interest, to the extent federal funds are involved, is properly reflected in the arrangement."

One very important feature of the proposed program, he pointed out, is the reliance to be placed on the initiatives of the private sector in identifying the mechanisms and experiments to be undertaken. The profit motive is still the best incentive for private sector research and development, he said. So NBS will be looking for cost-sharing programs to ensure that technology will find its way to the marketplace.

Branscomb cited a number of types of experiments under consideration by the National Bureau of Standards. One might include new ways for screening foreign technological developments. Another might explore ways of aggregating the research and development capabilities of many companies vying for a fractionated market. Still another might be to look at ways in which worthwhile inventions are brought to market.

One key to putting America back in the race against other technologically advanced nations such as Germany and Japan, which have been capturing large segments of the international market, is the nation's willingness to see that international standards are compatible with U.S. industrial practices, Branscomb said.

"Through effective participation by our industry in international standardization, markets can be aggregated on an international scale," he said. "Incompatibilities between U.S. practice and that of the nation's to whom we wish to export can be significant non-tariff barriers to trade. Elimination of these technological barriers is one of the most important benefits to be sought in going metric."

—*National Bureau of Standards*

Mercury In Coal Standard To Aid Pollution Fight

In an effort to assist in the fight against mercury pollution of the environment, Commerce's National Bureau of Standards has issued a new Standard Reference Material, SRM 1630, Trace Mercury in Coal. This standard can be employed by coal users to determine accurately by comparison techniques the amount of mercury in coal being burned.

When coal containing significant amounts of mercury is burned, the mercury is released into the atmosphere, and can be washed by rain into the soil and waterways, constituting a major problem. Abnormal amounts of mercury have been found in water, fish, and game birds in at least 33 of the 50 states.

The new standard is a commercially available, low-bituminous coal ground to particle size of 210 to 500 micrometers, and provisionally certified to have a mercury content of 0.13 parts per million by weight. It is expected that the final certified value will not vary by more than 0.01 ppm. from the provisionally certified value.

It is known that mercury and mercury compounds, when accumulated in the human body above certain levels, can cause irreversible brain damage and death, and are equally toxic to most living creatures. Government, the scientific community, and industry have joined forces to track down the origins of excessive mercury levels, and to eliminate them from the environment.

The new standard may be purchased in 50-gram units for $45 each from the Office of Standard Reference Materials, Room B314, Chemistry Building, National Bureau of Standards, Washington, D.C. 20234.

—*National Bureau of Standards*

Community Leaders Encouraged To Enlist Tornado Spotters

Community leaders in the tornado belts of the nation are being encouraged again this year to prepare for the deadly twisters by enlisting volunteer storm spotters and informing citizens of ways to protect themselves against the storms. Commerce's National Oceanic and Atmospheric Administration has launched SKYWARN '72.

Because tornadoes are so erratic, the key element in dealing with them is preparedness for quick action when a tornado has been spotted. It is virtually certain that several hundred of the swirling funnels will touch down somewhere in the U.S. this year.

From 1953, the first full year the present warning system was used, through 1970, an average of 642 tornadoes and 116 deaths occurred annually. During that period, yearly totals for tornadoes varied from 437 to 912. Tornado deaths numbered from 28 to 516.

In 1971, preliminary reports indicate that 879 tornadoes occurred causing 157 deaths.

HERE IT COMES—*After reporting a tornado, the spotter must get out of its way.*

No state free

Tornadoes are most abundant in April, May, and June. Most occur in the broad basin of the Mississippi River and its tributaries, between the Rockies and the Appalachians, but no state is completely free.

Last February three powerful twisters and a fourth and lesser one swept northeastward through Louisiana and Mississippi causing 121 deaths and about $20 million in property damage. Together these four tornadoes traveled along parallel paths a total distance of 340 miles at speeds of up to 55 miles per hour, leaving swaths one-fourth to one-half a mile wide.

Despite this grim record, a NOAA disaster-survey team estimated that timely warnings, averaging 50 minutes in advance, saved about 340 lives. The estimate was made by comparing ground covered, population density, and casualties for the Mississippi Delta tornadoes with similar factors for an "unwarned" disaster—the great Tri-State Tornado in Missouri, Illinois, and Indiana of 1925, which killed 689 persons.

Another appraisal of the value of the warning system has been made, nationwide, by noting that, while tornado reports and population density both have increased in the past two decades, the average number of tornado deaths has dropped markedly.

"Community preparedness programs such as SKYWARN can save many lives that otherwise would be lost," says Dr. George P. Cressman, Weather Service Director. He emphasizes, however, that the forecasters still must depend on the assistance of countless volunteer observers to make the alerting system work because the human eye is still the only reliable means of detecting tornadoes.

Officials of schools, hospitals, factories, and large apartment complexes are urged by the Weather Service to develop special preparedness plans. A booklet entitled "Tornado Preparedness Planning" describing how to set up an effective program is available to community and other leaders. It is available from the Public Affairs Office, National Weather Service, 8060 13th Street, Silver Spring, Md., 20910. —*NOAA*

1,053 Died In 1971's Quakes

Earthquake-caused deaths numbered 1,053 in 1971, of which 65 occurred in the San Fernando, Calif., earthquake, according to the National Earthquake Information Center. It was the first year since 1965 that U.S. fatalities were recorded. —*NOAA*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Tree harvester. A novel and improved tree-harvesting method and apparatus adapted to cut, delimb, top, sort, transport, and deposit a number of trees in two sorted stacks at a desired collection point. The tree harvester features a horizontally oriented mast which is mounted on a mobile vehicle. A butt shear and felling grapple are mounted at one end of the mast and are adapted to grasp and sever a standing tree and pivot it to a substantially horizontal position overlying the mast where it is grasped and securely held by a transfer grapple. A combination delimber and top shear is mounted for longitudinal movement on the top of the mast and is adapted to be driven along the tree to strip all limbs from the tree and also to remove the top portion of the tree at either a predetermined length or diameter. After the tree has been delimbed and topped, it is dropped by the transfer grapple into one of the two sets of collection arms positioned at intervals along opposite sides of the mast and adapted to hold a large number of delimbed, topped, and sorted trees to be transported by the tree harvester to desired collection points where the trees are deposited in separate sorted stacks. Patent No. 3,623,521 issued to Dean W. Shields, Toledo, Ohio, and assigned to Owens-Illinois, Inc.

Programmed car washing apparatus. A car washing apparatus comprising a primary arm pivotally supported at one side of a path of a car to be washed and normally projecting rearwardly along the path. A secondary arm is pivotally supported on one end from the free end of the primary arm and normally projects transversely of the car path to mount a rotary brush on its free end for normal disposition centrally in the path. A first hydraulic-pneumatic cylinder urges the secondary arm to its unfolded position relative to the primary arm and a second hydraulic pneumatic cylinder controls the primary arm. When a forwardly moving car contacts the brush, the primary arm will be retracted to pull the brush across the front of the car and the forwardly moving car will fold the secondary arm on the primary arm. When the brush reaches the front corner of the car, the first cylinder will continue to urge the secondary arm to its unfolded position thus moving the brush rearwardly along one side. Immediately after the brush clears the front corner of the car, the pressure to the second cylinder will be switched to extend the primary arm and hold the brush against the side of the car until the rear corner is reached, at which time the brush will be moved across the rear of the car. Patent No. 3,624,851 issued to Ivan J. Barber, 559 Evans Ave., Toronto 14, Ontario, Canada.

Patents numbering 2,698,434 to 2,700,763 expired during January, 1972. Upon the expiration of the 17-year period covered by a patent, the invention passes into the public domain and may be made, used or sold by the public without payment of any royalty, or infringement of the inventors exclusive patent rights.

Noise suppressor system. A noise suppressor is provided for test stands for jet engine powered aircraft. The system is designed to silence the exhaust gases by removing energy from them quickly, and provides for cooling, both by the addition of secondary air and by water sprays. Greater efficiency in reducing the surrounding sound level is attained by introducing a portion of the aircraft into the suppressor enclosure, means being provided to engage the airplane ahead of the engine and behind the airplane wings. Patent No. 3,630,313 issued to Cloyd D. Smith, 14928 La Cumbre Dr., Pacific, Calif.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette.* Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

Science Calendar

March 22-24—Gaithersburg, Md.—National Bureau of Standards. Conference on Accuracy in Spectrophotometric, Fluorometric, and Phosphorometric Measurement.

April 24-27—Washington, D.C.—American Physical Society, Sheraton-Park Hotel.

April 25-28—Orlando, Fla.—Sixth annual Inventors' Congress held concurrently with Florida Industries Exposition which sponsors it in cooperation with the Commerce Department.

June 21-23—Boulder, Colo.—National Bureau of Standards, Boulder Laboratories. Joint Measurement Conference. Theme is "The Role and Value of Measurement." Sponsored by National Bureau of Standards and others.

August 9-12—Kailua-Kona, Hawaii—International Symposium on Billfish. Sponsored by National Marine Fisheries Service.

Oct. 30-Nov. 1—Gaithersburg, Md.—National Bureau of Standards. "Dimensional Accuracy in Manufacturing." Sponsored by National Bureau of Standards.

Newsmemo

Interested in an American business base 4,100 miles east of Honolulu? A 42-page booklet, "Facts About Doing Business On Guam," has been published by the island Government's Economic Research Center. It tells about Guam's economy, tourism facilities, transport, financial and professional services, communications, utilities, labor, tax and investment regulations. The Far East Division of the Commerce Department's Bureau of International Commerce will send copies on request; reference copies are at Commerce's 42 Field Offices.

Not just to explain but to encourage and assist. That is the attitude of Commerce-Treasury speakers discussing the newly-enacted DISC--the Domestic International Sales Corporation tax incentive for exporters. It has contributed to the success of a series of meetings around the nation that began with a turnout of 400 persons at Mark Hopkins Hotel in San Francisco.

For those unable to attend one of these meetings, the new program is outlined in a 56-page pamphlet prepared by the Treasury Department. "DISC: A Handbook for Exporters" is available at 40 cents per copy from the Superintendent of Documents, U.S. Govt. Printing Office, Washington, D.C., 20402. And for answers to specific questions, write the specialists in the Commerce Department's Foreign Business Practices Division, BIC-879, Washington, D.C., 20230.

An extraordinary corps of U.S. officials was on hand for the first exhibition at Commerce's new U.S. Trade Center in Mexico City. It was a team of Commerce Field Office directors assembled to assist U.S. companies to make maximum use of the facility in the Mexican capital. The directors represent Field Offices in cities that have a special relationship to the Mexican market: Los Angeles, Phoenix, Dallas, Houston, St. Louis and Miami. In the months ahead they will be working closely with Commerce exhibition officers in Washington and the Trade Center staff in Mexico City to put companies in their communities on the Mexican marketing bandwagon.

Another major world trade office complex is under way. Using the traders'-hub concept already in use in New York, New Orleans and San Francisco is the Los Angeles World Trade Center, now being built in that city's Bunker Hill district. The $30 million complex will have a 500-foot two-level concourse topped by eight stories of office space. A world trade library, computerized data bank, multilingual information desk and traders' club are included. Completion is targeted for mid-1973.

International Trade Winds

NUCLEAR EQUIPMENT — Nuclear-powered generators built by General Electric are being installed in the $80 million Tokyo Electric Power Co. project in Japan's Fukushima Prefecture. Mitsui & Co. handled purchase and transportation of a 380-ton stator generator built by GE in Schenectady, N.Y. Other GE components of the Fukushima plant were shipped from Charleston, S.C. last summer.

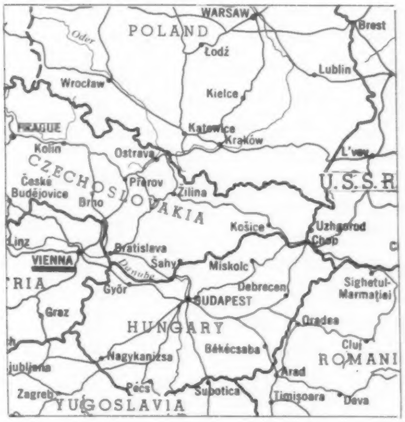
COMMUNICATIONS EQUIPMENT —GTE International Inc., New York, has announced receipt of contracts in Denmark and Germany for a total of $440,000 in lightweight avionics radio equipment. The equipment, part of the SLAE (standard lightweight avionics equipment) system, is being provided to the Royal Danish Air Force and to Messerschmitt-Bolkow-Blohm GmbH, Munich.

CHEMICALS—Tenneco Chemicals Inc., New York, will set up in the Netherlands province of Limburg a plant for the manufacture of resinous glues and emulsions for the paper industry, to be marketed in Benelux and West Germany, and emulsifiers for the rubber industry in the whole of Europe. The plant is expected to be in production next year. Some of the required basic materials, principally natural resin, will be supplied from the United States.

COMMUNICATIONS—RCA Global Communications, Inc., New York, installed a transportable communications satellite earth station near Shanghai so the Chinese could provide live TV transmission and other international communications services during President Nixon's visit. The station was installed under a $2.9 million contract with the China National Machinery Import and Export Corporation. RCA Globcom also supplied 20 units of its newly developed Video-voice system as well as microwave terminals to relay TV, telephone and telegraph between Shanghai and the earth station. Technical discussions were conducted with representatives of China's General Administration of Telecommunications, and the Peking and Shanghai Bureaus of Long Distance Telecommunications. The Chinese Telecommunications Bureau constructed the site including the powerhouse, administration building and microwave tower. Another earth station, leased by the Chinese from Western Union International, was set up near Peking (see *Commerce Today*, Feb. 21, page 35).

INTERNATIONAL COMMERCE REPORT

- Report on U.S. share of manufactured exports
- Trade shows seek exhibitors
- Recent export 'E' awards
- Business outlook in Netherlands, Arab states
- Foreign governments take trade actions
- Investment, trade leads overseas


WARSAW
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Békécsaba
ROMANI
jubljana
Arad
Pécs
Subotica
Zagreb
YUGOSLAVIA
Timişoara
Deva

MAP ABOVE—Vienna's position in the hub of land, air water routes to the nations of Eastern Europe is depicted graphically. Historical and professional East-West links are also strong in Vienna.

Vienna Embassy Assists East-West Traders

Using its geographical and historical leverage in Eastern Europe, Vienna is increasingly becoming a gateway to the ever more promising markets in that area.

At least 80 U.S. firms now have Vienna offices that operate Eastward and an even larger number employ Viennese agents to this same end. Joining the trend, the American Embassy in Vienna has set up an East-West Trade Information Service in its Commercial Section.

The new service aims to act as a clearinghouse of general information, statistics, trade opportunities and business procedures in the Eastern European countries. It is collecting data from many sources, including U.S. Embassies in Eastern Europe, the Department of Commerce in Washington, a wide range of European technical and professional journals, and local contacts.

This material is organized into country files. Much of it is published in an "East-West Trade Bulletin" issued periodically by the Embassy staff.

Additionally, the Trade Information Service jointly sponsors with the American Chamber of Commerce in Vienna informal meetings at which representatives of Vienna-based U.S. firms exchange ideas and experiences on such topics as multi-country representation, joint ventures, financing, licensing and patent problems, and export controls.

As it develops, the service expects to expand its assistance for American businessmen, especially those new to East-West trade.

Besides providing the "market profile" type of information, it will arrange contacts with the Viennese trading and financial community, offer advice on export controls, and make time-saving suggestions on business procedures that apply to the various trading agencies in the communist commercial centers. It can also place a trader in touch with appropriate officials in the commercial sections of the various American embassies throughout Eastern Europe.

In the final analysis, on-scene, face-to-face business contacts are regarded as just as important in the East as they are in the West. Vienna's advantage is that it can make these contacts somewhat easier for the U.S. businessman.

American firms interested in trading in Eastern Europe are invited to write or visit: East-West Trade Information Service, American Embassy, Boltzmanngasse 16, A-1090 Vienna, Austria.

U.S. Recoups Some Losses In Manufactures Market

The U.S. share of the world market for manufactures, excluding shipments to this country, showed a partial recovery to 20.6 percent during July-September 1971 from the sharp deterioration in the second quarter. Despite this improvement, the U.S. position remained at one of its lowest levels in recent years.

U.S. exports during the third quarter climbed by 7½ percent to $8.3 billion on a seasonally adjusted basis, in contrast to a slight decline in the preceding three months. The expansion in shipments occurred during labor disputes on the waterfront which led to closure of West Coast ports for the entire quarter and strike anticipatory shipments from East and Gulf Coast ports especially in September.

U.S. exporters registered increases in both value of deliveries and share for most major groups of manufactures during the third quarter of 1971. By far the largest gains occurred in chemicals, but electric and nonelectric machinery also rose significantly. Shipments of "other manufactures," a diverse group encompassing mainly semi-finished goods and consumer nondurables, advanced more modestly, as did the U.S. share. On the other hand, exports of transport equipment, which earlier in the year had recovered some lost ground and had bolstered this country's overall position, recorded the only decline during the third quarter.

U.S. chemical sales surge

Following five successive quarterly declines, the U.S. share of the chemicals market rose by more than 3 percentage points to 23.4 percent. This country thus posted its highest standing in chemicals since the first quarter of 1970 and regained, at least temporarily, the position of leading supplier from Germany. Exports rose by more than one quarter to a record $1.2 billion. Stepped-up deliveries of plastics and resins and organics to the Netherlands contributed heavily to the gain while sales of the latter products to Japan were likewise buoyant. Shipments of fertilizers, especially ammonium phosphates, and herbicides also climbed.

Sales of both electric and nonelectric machinery rebounded to new peaks from the substantially lower levels to which they had fallen during the second quarter of 1971. With electric power equipment and switchgear providing the primary impetus, deliveries of electric machinery rose by more than 11 percent. The market for U.S. telecommunications apparatus, especially color television sets, remained strong, while recovering modestly for tubes, transistors, and semiconductors. As a result, the U.S. share of the market for electric machinery advanced by more than half a point to 21.4 percent.

In the market for nonelectric machinery the U.S. position also expanded by more than half a point—to 25.9 percent—following a sharp setback during the previous quarter. Higher sales of power generating machinery, heating and cooling equipment, and construction, excavating, and maintenance machinery helped boost total U.S. exports in this group by 9 percent.

After declining for seven consecutive quarters, the U.S. share in "other manufactures" improved during July-September 1971 to reach 12.7 percent. Deliveries grew by nearly 8 percent as increased exports of paper products, especially kraft paper, and textiles more than made up for sharp reductions in copper shipments. In addition, iron and steel sales rose slightly.

Transport equipment was the only commodity group in which the United States lost share in the third quarter. Although overall sales by the other leading suppliers increased marginally, U.S. shipments fell by nearly 4 percent. As a result, this country's share dropped by two points to 29.3 percent. The decline was attributable primarily to the sharp reduction in shipments of aircraft, which are frequently erratic from quarter to quarter. Deliveries of commercial passenger planes to Japan fell far below the levels of previous quarters, while none were made to the important markets in Germany Canada, and Italy.

Tempering the decline in aircraft, shipments of automotive products generally remained buoyant. Exports of passenger cars to Canada grew modestly while sales to other countries, though smaller, expanded by about two fifths. At the same time, increased demand in the United States for the economy-type cars manufactured by Canadian subsidiaries resulted in larger deliveries of automotive parts and accessories.

Japan, Germany raise shares

Among this country's five leading competitors in the world market for manufactures only Japan posted as large an improvement in its overall position as did the United States. Japanese export gains were widespread, extending to almost all categories and pushing Japan's share over the 10 percent mark for the first time. The largest increment occurred in electric machinery as stepped-up deliveries of radio and television receivers helped boost the Japanese position by nearly one point. Increased sales of ships and automobiles led the more modest share expansion in transport equipment. Only in nonelectric machinery, where it held even, did Japan fail to enhance its standing.

Buoyed by a strong performance in transport equipment, Germany largely recovered from a lackluster second quarter and increased its share to 20.1 percent during July-September 1971. Rising deliveries of ships and boats provided the impetus for the one point advance in transport equipment. Germany's share of nonelectric machinery also expanded notably while electric machinery and "other manufactures" recorded nominal gains. Its position declined only in chemicals as the surge in U.S. exports far overshadowed the German gain.

France, Italy hold steady

Both France and Italy maintained their shares at the same levels as in the previous quarter. Although French exporters improved their standing in electric machinery and "other manufactures," these increases were negated by a sharp decline in transport equipment and a more modest loss in chemicals. As a result, the French position remained at 9.1 percent. Italy retained its 7.1 percent share of the manufactures market largely because of a strong gain in transport equipment, which balanced the deterioration in most other sectors.

After showing considerable strength during April-June 1971, British exports failed to increase as rapidly during the third quarter as those from the other major suppliers so that the U.K. share dipped slightly to 10.8 percent. British chemical sales, like those of Germany, failed to match the pace of U.S. shipments and with a similar result—a significant deterioration in position. The U.K. standing also declined in the markets for both types of machinery as well as in transport equipment, where motor vehicles deliveries faltered. Only in "other manufactures" did the United Kingdom improve its position as deliveries of industrial diamonds to Ireland and uncut diamonds to Belgium and Israel rose sharply.

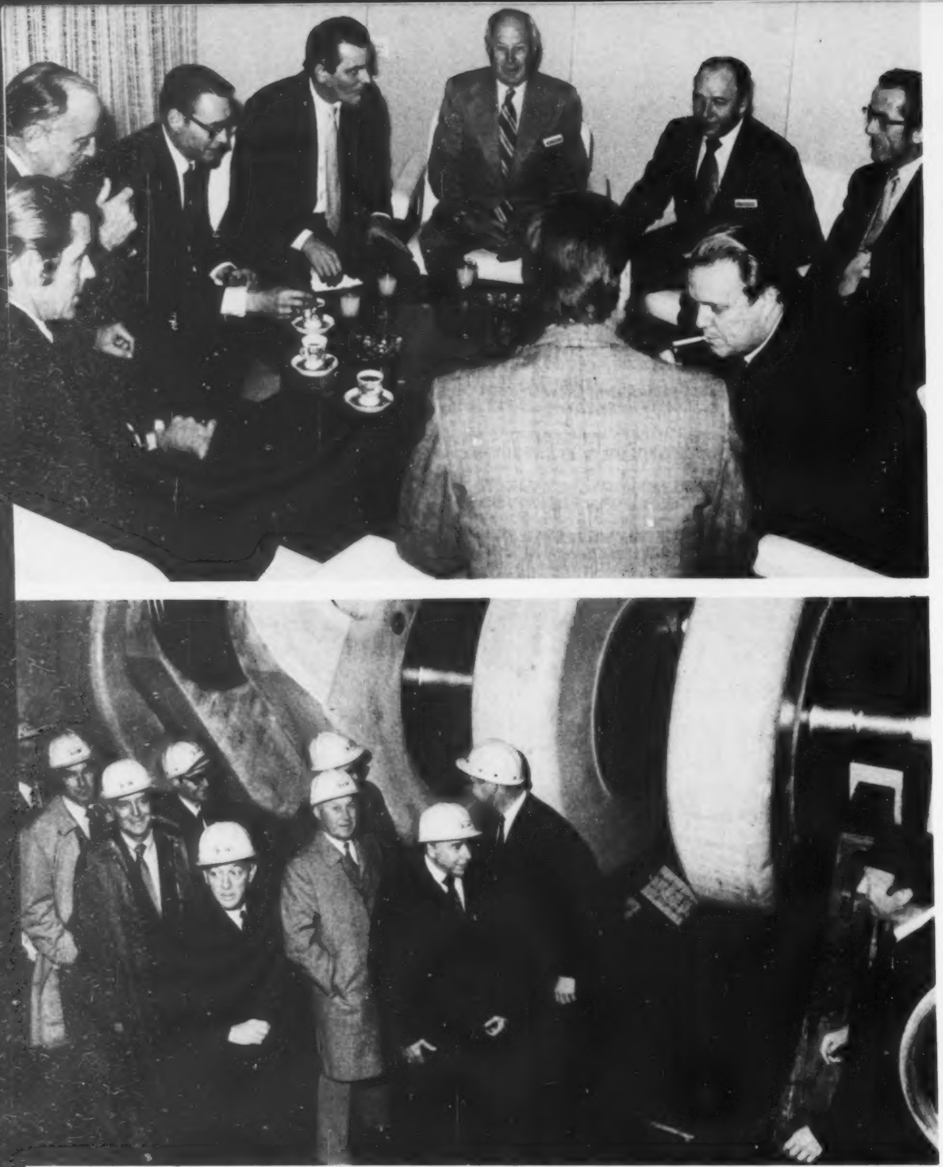
U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Adjusted for seasonal variation

Commodity		U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets [1])	Commodity		U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets [1])
Manufactures, total				**Electric machinery**			
1968	1st qtr.	5,535	22.9	1968	1st qtr.	542	24.8
	2nd	5,928	24.5		2nd	571	26.2
	3rd	6,462	24.3		3rd	605	25.4
	4th	6,235	22.8		4th	586	24.2
1969	1st	5,842	21.1	1969	1st	592	23.9
	2nd	6,925	23.1		2nd	687	25.2
	3rd	7,142	23.1		3rd	724	25.1
	4th	7,224	22.5		4th	698	23.6
1970	1st	7,349	22.2	1970	1st	721	23.4
	2nd	7,577	21.6		2nd	754	22.6
	3rd	7,439	21.3		3rd	768	22.6
	4th	7,424	20.5		4th	796	22.5
1971	1st	7,830	21.1	1971	1st	769	22.0
	2nd	7,694	20.3		2nd	738	20.8
	3rd	8,273	20.6		3rd	823	21.4
Chemicals				**Transport equipment**			
1968	1st qtr.	751	23.6	1968	1st qtr.	1,357	33.6
	2nd	812	25.1		2nd	1,441	35.0
	3rd	920	25.3		3rd	1,508	34.7
	4th	812	22.7		4th	1,594	33.9
1969	1st	662	18.8	1969	1st	1,616	33.0
	2nd	904	23.5		2nd	1,665	33.1
	3rd	902	22.4		3rd	1,659	32.3
	4th	915	22.3		4th	1,643	31.3
1970	1st	1,007	23.6	1970	1st	1,608	30.6
	2nd	967	22.0		2nd	1,828	31.4
	3rd	930	21.2		3rd	1,565	28.6
	4th	942	20.9		4th	1,545	25.8
1971	1st	937	20.5	1971	1st	2,037	31.6
	2nd	960	20.3		2nd	2,095	31.3
	3rd	1,202	23.4		3rd	2,016	29.3
Nonelectric machinery				**Other manufactures**			
1968	1st qtr.	1,487	28.8	1968	1st qtr.	1,398	14.6
	2nd	1,565	30.6		2nd	1,539	16.1
	3rd	1,699	30.3		3rd	1,730	16.4
	4th	1,613	28.1		4th	1,630	14.9
1969	1st	1,506	27.0	1969	1st	1,466	13.1
	2nd	1,842	29.4		2nd	1,827	15.1
	3rd	1,905	29.2		3rd	1,952	15.8
	4th	1,963	29.2		4th	2,005	15.4
1970	1st	2,010	28.8	1970	1st	2,003	14.8
	2nd	2,024	27.5		2nd	2,004	14.1
	3rd	2,216	29.2		3rd	1,960	13.8
	4th	2,225	27.5		4th	1,916	13.6
1971	1st	2,227	27.6	1971	1st	1,860	12.9
	2nd	2,064	25.3		2nd	1,837	12.4
	3rd	2,251	25.9		3rd	1,981	12.7

Note: The figures for the first two quarters of 1969, and the second and third quarters of 1971, were affected by a U.S. longshoremen's strike. The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition. U.S. exports include reexports in order to provide data comparable with other countries' exports.

[1] World exports are defined as exports from 14 major industrial countries. These nations, which account for approximately four fifths of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.



SEEKING NORDIC MARKETS—*A U.S. trade mission comprised of five businessmen and a director from Commerce Department last fall explored prospects in Denmark, Finland, Norway, and Sweden. Conferring in Helsinki (top photo, left to right): Mission members Ronald L. Dann, Lodge on the Green, Painted Post, N.Y.; Redman Calloway, Labconco Corp., Kansas City, Mo.; Bertil Renborg, Office of International Trade Promotion and mission director; P. J. Harrah, Bloomfield Manufacturing Co., Bloomfield, Ind.; V. John Krehbiel, Aetna Life & Casualty, Pasadena, Calif.; Jay Overholser, Royal Financial Corp., Los Angeles; and Edward C. Howatt, U.S. commercial attache; forefront, officials of Finnish Foreign Ministry. In Copenhagen (below), mission toured Burmeister & Wain shipbuilding operation.*

Specialized Missions To Seek Markets In S. America, Far East

Trade missions specializing in automotive maintenance equipment, in textile machinery, and in prefabricated housing will explore several South American and Far Eastern markets in April and May. The three missions, being organized by the Commerce Department, are:

►Automotive maintenance and servicing equipment, to Colombia and Venezuela, April 10-20. Good prospects for sales are reported from the U.S. Embassies in both countries.

► Textile machinery and related products, to Korea, Hong Kong, Malaysia, and Indonesia, April 23-May 11. The market for textile machinery imports in these areas is growing, with a minimal share now held by U.S. manufacturers.

► Modular and prefabricated housing systems to Japan and Australia, May 8-20. Both countries are plagued by housing shortages. Japan's current five-year plan ending March 1976 calls for 9.5 million units of which some 30 percent are expected to be of prefabricated construction.

For each mission, the Commerce Department will pay the operating expenses and provide an advance officer and a director. Each member will pay his own transportation and living expenses, and contribute to the cost of working receptions in each city.

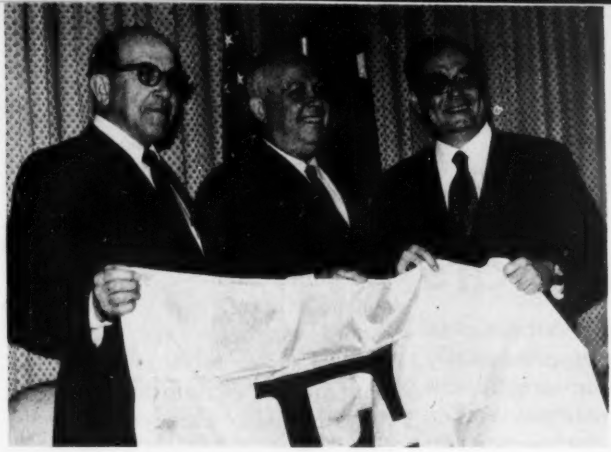
Representatives of U.S. firms interested in participating are invited to write: Trade Missions, BIC-940, U.S. Department of Commerce, Washington, D.C., 20230; or phone, for the automotive maintenance equipment mission, Joseph Muller, 202-967-4227; for the textile machinery group, Larry Cozart, 202-967-2051; and for housing systems, Andre Williams, 202-967-4227.

Hearing Date Being Readied On World Product Standards

An international product standards hearing in Washington, announced in the Feb. 21 issue of *Commerce Today* as scheduled for March 13, will be held at a later date.

The sponsoring Office of the Special Representative for Trade Negotiations is expected to set the new date later this month. Deadline for submissions, announced as Feb. 25, is also being reset.

Aim of the hearing is to provide a full and detailed exposition of public views on all issues involved in U.S. consideration of an international agreement on product standards. The U.S. is now engaged in preliminary discussions on such an agreement.



ASSISTS GULF EXPORTERS—*Henry Kearns, (center), president and chairman of the Export Import Bank, presented "E" flag to F. George Ramel, (left), and Gilbert H. Vorhoff, both senior vice presidents of the Hibernia National Bank, New Orleans. (Photo by U. S. News Service)*

E
STAR
AWARD

ILLINOIS STARS—*The Illinois Department of Business and Economic Development received the "E" Star award. From left are Lawrence Fox, Deputy Assistant Secretary of Commerce; Ray C. Dickerson, agency director; Gov. Richard B. Ogilvie, and Gerald Marks, Commerce field office director.*

From Coast To Coast, Great Lakes To Gulf, New 'E' Award Flags Fly

A New Orleans bank, an Illinois state agency, a California wine exporter and a Pennsylvania manufacturer are recipients of the highest Presidential citation for achievement in exporting.

An "E" Star award, given second time citation winners, was presented the Illinois Department of Business and Economic Development, sponsor of a series of seminars to give businessmen throughout the state a picture of international trade prospects. The department's international trade division was recognized also for other export-oriented projects.

New "E" award flags fly over Hibernia National Bank of New Orleans; Fromm and Sichel, Inc., of Napa, Calif., and LNP (Liquid Nitrogen Processing) Corp., of Malvern, Pa.

Bank's role

The New Orleans bank was cited for its instrumental role in stimulating regional businessmen to take advantage of opportunities available in export markets.

For its "creative and imaginative marketing approaches" and participation in trade fairs Fromm and Sichel, Inc., exclusive worldwide distributors of Christian Brothers wine and brandy, received the "E".

LNP Inc., a leading manufacturer of filled fluorocarbons and glass fiber reinforced or lubricated thermoplastics, received recognition for "effecting a substantial increase in overseas sales" from 1968-1970.

WINE EXPORTER—*Philip Creighton, Commerce field office director, presents award. From (left) are Bro. Frederick, Mont LaSalle Vineyards, Alfred Fromm, of Fromm and Sichel; Creighton; Charles Candiano, Fromm and Sichel.*

'E' FOR LNP—*Commerce's Raymond Riesgo (left), presents "E" award to J. T. O'Rourke (center), LNP president, and Roger F. Jones, LNP manager-international operations. The award was made at the company's plant in Thorndale, Pa.*

Mexico, Italy, Venezuela Shows Seek U.S. Exhibitors

U.S. producers of food processing machinery, plastics and plastics products, and advanced business machines are being recruited as exhibitors in three Commerce Department sponsored trade events scheduled for September and October.

Food processing machinery and equipment: Mexico. Two thirds of Mexico's imports of food processing equipment during the past five years have come from the United States; and the $10.5 million market of 1970 is expected to surpass $15 million by 1975. To help American suppliers in this growing market, the U.S. Trade Center at Mexico City has scheduled an exhibit of food processing machinery and equipment Sept. 4-8.

Mexico's per capita income, Government programs stressing improved quality, sanitation, and low unit costs for food products for the country's mass market and the export market, especially to the United States, provide impetus for increased sales of food processing equipment. Mexican and foreign food processors, including subsidiaries of U.S. firms, continue to construct new plants and expand and modernize existing installations.

Imports from the United States of food packaging, beverage processing, and general purpose processing equipment and machinery category are expected to reach 70 percent of Mexico's total imports in 1975.

Additional information is available from Jim Blow at 202-967-4311, or from the Office of International Trade Promotion, BIC-950, U.S. Dept. of Commerce, Washington, D.C. 20230.

Plastics: Italy. PLAST, one of the world's largest exhibitions of plastics, will enable approximately 800 exhibitors from around the world to display their products to an expected 150,000 visitors in Milan Oct. 8-15.

It is held every four years and provides U.S. manufacturers one of the best bridges available to reach both the established markets of Europe and the new markets of the Middle East and Africa. Milan is the home base for the Italian plastics industry, making PLAST an excellent vehicle for marketing to virtually all of Italy.

The exhibition will feature: raw materials, semi-finished and finished products, and plastic processing machinery and accessories. The Department of Commerce has reserved 12,000 square feet of prime exhibit space and will soon begin preshow promotion.

For further information, contact Robert Wallace, BIC-948, U.S. Department of Commerce, Washington, D.C. 20230 or call 202-967-4508.

Advanced business machines: Venezuela. The Department of Commerce will sponsor an exhibition of the latest U.S. business machines in Caracas from Oct. 24-28.

Demand for U.S. business machines is high. The U.S. share of the market for EDP and other business machines is around 35 percent and is expected to keep pace with the growth of this market segment which is running around 12 percent per year. The total Venezuelan import market grew by 10 percent in 1970 to a level of $1.6 billion.

The show is designed to demonstrate a range of business efficiency equipment which will allow potential buyers to choose among sophisticated systems or discrete machines. Every effort will be made to insure that equipment in the exhibition is either newly developed or new to the Venezuelan market. Specific products will include small and mini computers, readers, high speed printers, magnetic tape encoders, magnetic tape transports, teletypewriter terminals, information display equipment, software, programmable electronic calculators, microfilm and microfiche equipment, automated information storage and retrieval equipment, photocopiers, accounting machines, addressing and labeling machines, typewriters, telephone and telegraph apparatus (teleprinters, data sets), and related equipment.

For details, contact Porter Clary at 202-967-4652, or write OITP-960, U.S. Department of Commerce, Washington, D.C. 20230.

Tel Aviv Symposium To Study Multinational Firm

The Leon Recanati Graduate School of Business at Israel's Tel Aviv University has scheduled a two-day spring symposium on the multinational corporation. Besides experts drawn from business and academic circles in Israel, a number of international figures will also speak.

The symposium will be held on the University's Tel Aviv campus on April 30 and May 1. Inquiries from those interested in attending should be directed to Dean Zeev Hirsch, Leon Recanati School of Business Administration, Tel Aviv University, P.O. Box 39010, Tel Aviv, Israel.

U.S. Exhibitors Invited To Subcontracting Exhibit

American firms are welcome to display their products at the MIDEST 72 (International market for the European Diffusion of Subcontracting), to be held Sept. 19-23 at the International Fairgrounds in Nancy, France.

For details, write: MIDEST, B.P. 593, 54 Nancy 01, France.

'Nothing Remarkable' At Tokyo Show .....Just Sales Total Of $29 Million

"No earth-shaking achievements," laconically concludes the final field report on the Pollution Control Equipment show recently held by the U.S. Trade Center in Tokyo's Science Museum.

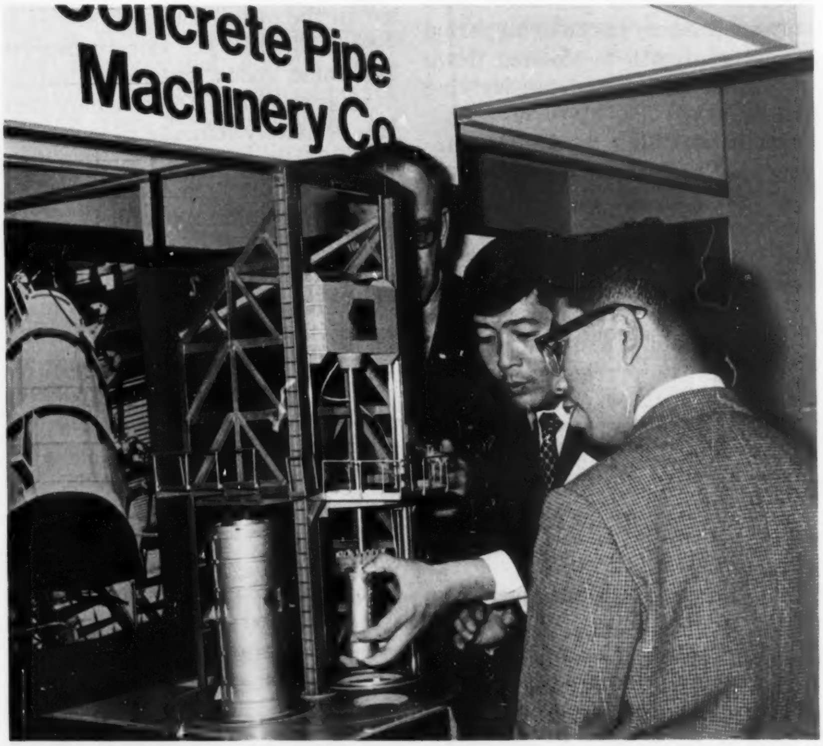
But the figures tell another story: 6,162 registered visitors; more than $29 million in immediate and projected sales in the twelve-months following the Dec. 6-11 show; eight representatives signed and negotiations under way with 77 more as the show closed; 7,100 sales leads developed; and the only new-to-export firm among the 55 exhibitors making one fifth of the projected sales.

The registered visitors included 2,951 representatives of manufacturers or industrialists, 656 from engineering firms, 652 from pollution control equipment manufacturers, and 305 representatives of Government agencies.

"Attendance was excellent in numbers and quality," reported Victor C. Quackenbush, general sales manager for Catalytic, Inc.

"We were brought face-to-face with the very people we wished to see . . . . we were overwhelmed by both the number and quality," said Jack W. Black, sales manager for Precision Scientific Co. "The interest generated here makes this one of our best export investments."

As to further sales in this type of equipment, the U.S. Embassy in Tokyo reports "good long-term potential in high quality sewage and wastewater treatment, particularly for equipment and engineering concepts which upgrade existing plants at reasonable cost."



SIZE IS NO OBJECT—*U.S. producers of bulky equipment resorted to scale models at the Pollution Control Equipment Show sponsored by the Tokyo Trade Center. Results: expected sales of $29 million from 7,100 sales leads.*

SOFT SELLER—*Mrs. J. Dingfelder, representing Hastings Rayist, Inc., outlines the merits of a mass flowmeter to a visitor at the Frankfurt Trade Center's vacuum and cryogenics exhibit.*

Cryogenics Show Has German Sales

For 24 American firms representing 37 manufacturers, the Vacuum and Cryogenics Equipment show held at the U.S. Trade Center in Frankfurt from Dec. 6-10 was a chance to reach a key audience of specialists from all over Europe. The steady flow of business visitors totaled 471 at the close of the week-long show.

Total sales during the next twelve months as a result of the show were estimated at over $2.3 million, and equipment worth $172,800 was sold off-the-floor.

An impressive success was reported by Janis Research, new to the market, which projects $250,000 in first year sales.

Equally successful was Aeroquip's Marman and Aerospace Division whose local agent stated: "That was the best show I've had in the past five years at the Frankfurt U.S. Trade Center."

The highest number of sales leads developed during the show was recorded by GTW/Dynex, Inc., the representative of MKS Instruments, Inc. and Lake Shore Cryotronics. The company plans to follow up 355 contacts.

Worldwide Business Outlook

Forecast For Netherlands: 'Better Market Than Ever'

Business activity is continuing to rise in the Netherlands but not as rapidly as in early 1971 or in the 1970 boom year.

Disinflationary moves taken by the Government, market uncertainties at home and abroad, and successive wage increases of an inflationary character are some of the influences that have put the Dutch economy into a "cooling off" period—a course likely to continue through 1972.

Will be successful

The Dutch are very resourceful in managing their economy and there is little doubt they will be successful in using the present situation to lay the foundation for a new period of solid and sustainable business growth, provided growth is resumed in main world market areas.

This will mean a better market than ever in the Netherlands for American products, according to Harold C. Voorhees, Commercial Attache at the U.S. Embassy in The Hague.

Deceleration can be seen in the GNP growth which in 1970 was 5.5 percent in real terms, but which probably was no more than 5 percent in 1971 and may go to as low as 3 percent for 1972.

Industrial output in real terms in 1972 will probably slide to around 3 percent from the 5 percent growth estimated for 1971 and the 6.5 percent increase recorded in 1970. Similar trends are foreseen for consumer spending and for both governmental and private investment expenditure. An austerity budget adopted for 1972 seeks to hold the line on regular and capital spending by the government.

Given the inflationary forces still prevalent, this will mean a relatively small increase in government spending for this year. Also, increased tax rates in the 1972 budget have joined with lower profit expectations and other influences to dampen new equipment and expansion planning by business firms.

Private outlays for investment are running ahead of a year ago but at a slower rate of increase and with an expectation that they may level off further or even diminish in 1972. There has been a rash of plant layoffs in the last few months, causing unemployment in the male labor force to rise to around 2 percent, a rather high level compared to recent years.

These and other indicators portray an economy that after a period of hefty growth is slowing down to consolidate its underlying strengths.

Indications that the Dutch economy is operating at less than peak levels should not obscure the fact that the Netherlands is a rich and still growing market for U.S. exports. Holland's imports from all sources for 1971 were on the order of $15 billion, an increase of more than 12 percent over 1970 (when imports were 21 percent higher than in 1969). Roughly 10 percent of these imports were from the United States, essentially the same market share held for several years.

High per capita U.S. imports

For 1972, the best guesses at the moment point to a smaller rise in Dutch imports, perhaps 10 percent at current prices. Still, if the United States retains its 10 percent share of the market, 1972 sales here could reach $1.65 billion. This would bring Dutch per capita imports of American products to about $135, probably the highest rate outside North America.

The Netherlands market for American products has three basic dimensions: agricultural goods, investment items and consumer products.

► *Agricultural Products* — Roughly 30 percent of U.S. sales are accounted for by agricultural products. Demand for various choice food items continues to rise and U.S. sales are increasing, though not as rapidly as they might under less restrictive EEC policies. After record sales in 1970-71, the outlook is less optimistic for the period ahead, chiefly because of the size and quality of present EEC grain crops.

► *Investment goods* — Industrial materials and capital equipment make up about two thirds of Dutch imports from the United States and provide the best opportunities for new and increased American sales. While the cooling off in the overall business tempo is bound to affect the sales prospects for some goods, there are important segments of the economy that are relatively immune to any slowdown. Housing construction and oil and natural gas exploration are perhaps the best examples.

More broadly, after several years of inflation and profit squeeze, interest among Dutch business managers in methods for increasing production efficiency has broadened substantially, putting more firms in the market for cost-cutting and labor-saving equipment of the kind often best procured from the United States. Similarly, Dutch concern with pollution has risen sharply and, because of the large industrial complex, is being steadily translated into legal requirements creating a range of sales possibilities for environmental control equipment.

Although American sales will be helped by the appreciation of the Dutch guilder—which has made

U.S. prices more competitive — many of the best prospects are in products and equipment whose performance efficiencies outweigh price considerations and investment budget stringencies.

► *Consumer goods*—This is the third and smallest dimension of the Dutch market for American exporters. Despite European and Far East competition, relatively high EEC import duties and a transportation cost disadvantage, there is good demand for such items as American high fashion apparel, advanced educational materials and training aids, drugs and pharmaceuticals, special do-it-yourself tools and selected household appliances and kitchenware. As with other products, the lower cost to the Dutch of U.S. products as a result of the guilder appreciation should open the way for expanded sales of American consumer goods in this market.

There also is a growing demand for American equipment and expertise in consumer service industries such as hotels, fast food chains, vehicle maintenance shops, and coin-operated laundry, drycleaning and other establishments, giving rise to opportunities for franchising, joint ventures and the sale of related equipment. Holiday Inn, Howard Johnson, and McDonald's are some of the recent American entrants to the Dutch market via franchise arrangements.

Many markets

The Netherlands is an exciting market both in its own right and as a major gateway to other world markets, especially Germany. It is estimated that between $400 and $500 million in U.S. exports pass through Dutch ports each year to other markets, even as far away as the Far East and Africa. Dutch trading firms are active in near and distant markets not only for goods made in Holland but also in behalf of American and other non-Dutch principals.

There is fierce foreign competition for the Dutch market and for fruitful business connections. European and domestic firms enjoy tariff and transportation advantages and have more familiarity with marketing channels and practices. Under these conditions it is hard (though not impossible) for American firms to score in this market by direct sales to ultimate consumers.

There are good opportunities for success, however, in working through local agents. The Dutch, a nation of traders, have many qualified agent and distributor firms, most of them eager to take on new lines and products that have promising sales possibilities in the Netherlands and elsewhere.

The over 5,000 U.S. firms active in this market through agents or other representation are clear testimony to the opportunities and potential open to American products.

Eight U.S. Foreign Service Posts Report Sales, Investment Outlook

Following are brief indicators taken from Foreign Economic Trends recently received by the Department of Commerce from U.S. Foreign Service posts in eight countries. Over 150 such reports for 117 foreign markets, ranging from 4 to 12 pages each, are received yearly.

Annual subscription to the Foreign Economic Trends series may be obtained for $15 from any Commerce Field Office or Supt. of Documents, Government Printing Office, Washington, D.C. 20402.

Denmark: American exporters last year did extremely well in the otherwise slackening Danish market. Admittedly, some few major items accounted for most of the success while other traditional exports merely registered stable sales in declining markets. Both short and long-term prospects are favorable despite the uncertain outlook for economic growth in 1972.

Denmark's 10 percent import surcharge may slightly depress investment, hence the importation of capital equipment. This is the major item among the 45-50 percent of American exports hit by the surcharge. Other items affected are fruit and vegetables, manufactured tobacco products, some chemical and plastics products, semi-manufactured wood products and rubber goods, textiles and garments, and most metals and paper goods.

Guatemala: The economy in 1971 lost some of the vibrancy that had characterized it since 1968, and it seems probable that this moderate pace will continue until the last quarter of this year. At that time, however, a sharp upturn is a real possibility. If coffee finally enters a sellers market, if Central American Common Market difficulties are resolved, if the long-awaited $200-280 million nickel project of International Nickel-Hanna Mining goes forward, and if the Government is able to increase its investment program, the Guatemalan economy can be expected to enter another high growth phase in late 1972.

Yugoslavia: Successful implementation of the stabilization program will bring about a marked retrenchment in investments and a slowing of the Yugoslav economy. The import boom should also be braked by credit and administrative controls on imports of hard currency items which are either produced in Yugoslavia or available from clearing sources. Consumer imports will be affected more than capital goods or agricultural products.

Because of Yugoslavia's trading and financial problems, flexibility will be the key for American sup-

INDONESIA BOUND—*One of five trucks shipped by International Harvester to Indonesia leaves New Orleans.*

pliers wishing to meet Yugoslavia's appetite for modern industrial equipment. In recent months several large American firms have concluded large contracts by varying traditional sales techniques. In some cases of substantial equipment sales, convertible currency shortages have been overcome by agreement to partially offsetting purchases of Yugoslav equipment and farm products. American companies willing to consider such arrangements will find their position enhanced on the Yugoslav market, where European and Japanese competition is becoming ever more intense.

Indonesia: The outlook for U.S. exports is very good. U.S. prospects are furthered by heavy new foreign investment (of which about one third is U.S.), the continuing American aid program, accelerated implementation of previously-approved investments, and projects financed by numerous international agencies.

While U.S. exporters still experience some competitive disadvantages, these have been reduced by the currency revaluations of Japan and other major suppliers and by the larger rebate incentives for U.S. aid-financed goods.

There remain, of course, problems and bottlenecks in implementation of Indonesia's ambitious economic development objectives. There are also areas of possible conflict between Indonesia's economic goals and the interests of foreign economic groups active in Indonesia. In addition, doing business in Indonesia can be complicated. However, the difficulties, risks and uncertainties have proven surmountable to a large number of American firms, who feel that the prospects are worth the effort.

Iran: Political stability and an ambitious and successful development effort make this one of the most attractive and promising markets in the Middle East for U.S. producers and investors. Growing foreign exchange resources and a continuing ability to attract external credits underwrite a rapidly rising level of imports and investment and a high rate of economic growth. Iran's imports for the year ending March 21, 1972 are expected to total over $2.5 billion and another $480 million has been allocated for the procurement of external services.

Industry has experienced a brisk spurt of growth during the past six months. Petrochemical, pharmaceutical and basic metal production has continued to climb, while output of the previously depressed textile and white goods industries rose appreciably.

Foreign firms are intensifying efforts to exploit Iran's large and growing commercial potential. U.S. business is actively engaged in establishing new dealerships and in enlarging and reinforcing existing trade representations. The United States retains its position as Iran's second largest supplier, after West Germany, and its share of the market during the current Iranian year should increase to roughly 16 percent.

Nicaragua:. Prospects for U.S. sales and investment may improve. President Nixon's new economic measures should help U.S. price competitiveness. The market may be made even more attractive by a considerable increase in export earnings likely to arise from much higher world prices for cotton and a substantially larger than expected 1971-72 cotton crop. Higher prices may continue well into 1973. The possibility exists that Nicaragua may experience an economic boom over the next year or two, fueled by higher cotton income.

Kenya: The outlook is for continuation of a trend toward slower growth rates. For the next year at least, exports will not keep up with either Development Plan targets or imports, and Kenya's foreign exchange buffer, which has been accumulating at up to 50 percent a year for the past two years, will be substantially reduced. This should be understood as a drought aggravated cyclical downturn in a basically sound economy. A large portion of the import costs that will drain foreign exchange holdings are for equipment that will expand future productive capacity.

U.S. investors will find that foreign investment is welcome, but can expect tougher negotiations and stricter ground rules on taxes and profits. Although the small market will continue to hamper industrial investment, good opportunities exist in tourism, food processing, and export horticulture. Opportunities for U.S. exports, particularly transport and road building equipment, have brightened.

Burma: Some of the fields in which U.S. firms have been competitive are petroleum, construction, mining and logging equipment, motion pictures, some pharmaceuticals, and machinery and tools of all sorts. Because of Burma's industrialization goals and its rich mineral and timber resources, all of these fields promise to be active in the future. Petroleum, in particular, is a priority sector for the Burmese, and the state oil corporation appears to prefer U.S. equipment.

Business Prospects Are Analyzed For Four New Arabian Peninsula Nations

Four new nations on the southeastern corner of the Arabian Peninsula politically and economically entered the international arena in the last half of 1971. Together, Bahrain, Qatar, the Sultanate of Oman, and the United Arab Emirates earn more than $700 million in annual oil revenues and are spending most of the money on development programs creating investment opportunities and rapidly expanding markets for U.S. goods and services.

Since the 19th century, according to Cherie Loustaunau of Commerce's Near East-South Asia Division, the British have been the dominant foreign influence in the region due to close trade ties and treaties with Bahrain, Qatar, and the Trucial States (Abu Dhabi, Dubai, Sharjah, Ajman, Ras al-Khaimah, Umm al-Qaiwain and Fujairah) under which Britain took responsibility for the external affairs of the sheikhdoms. Three years ago, the British Government announced its intention to withdraw its forces by the end of 1971.

All are UN members

At the end of summer, Bahrain and Qatar declared independence and, with the Sultanate of Oman, became members of the United Nations. In July, the Trucial States, with the exception of Ras al-Khaimah, formed the United Arab Emirates (UAE). In December, they declared independence and the UAE became a member of the United Nations. Ras al-Khaimah joined the UAE in February 1972.

Revenue from the exploitation of oil resources has been a fact of economic life in the region for several years. Early in 1971, the producing countries reached agreement on payments with the oil companies and greatly increased their projected income from $700 million in 1971 to an estimated $1.1 billion in 1975. The additional revenue will give added impetus to diversification programs under way in Bahrain and Qatar, where oil production has leveled off, and will greatly increase the money available for ambitious development plans in the UAE and the Sultanate of Oman.

Bahrain: This is an archipelago near the East coast of Saudi Arabia. The largest island gives its name to the country. Since the 1930's Bahrain Petroleum Co. (BAPCO), a Caltex subsidiary, has been extracting crude oil in Bahrain and refining it, together with crude from the Eastern Province of Saudi Arabia, in one of the world's largest petroleum refineries (92 million barrels in 1970). The prolonged flow of income has enabled the development of infrastructure and provided the population with a good education system and other social services. Because petroleum reserves are modest—revenues were $35 million in 1971 and will rise to an estimated $45 million in 1975—an extensive diversification program is under way to expand Bahrain's capacity as a trading center for the region and to extend the range of industrial projects.

In the past year, an aluminum smelter with an annual capacity of 120,000 tons began production. Aluminum Bahrain (ALBA) will be the basis of an entire industrial complex.

Bahrain is also developing a free port, a modern fishing industry, a small plastics industry, and is becoming the region's financial center.

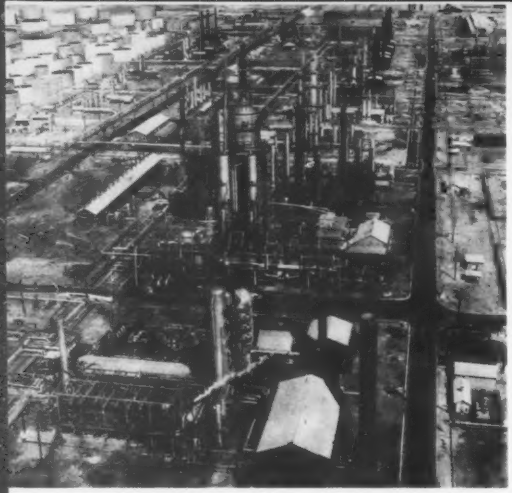
Qatar: Just east of Bahrain, the Qatar peninsula juts north off the Arabian Peninsula. Oil was first exported in 1949 and revenues reached $175 million in 1971. Though production has leveled off, revenues are expected to rise to about $200 million in 1975 as the result of the payments agreements, and diversification is under way.

The Qatar National Cement Co. produces 100,000 tons of cement annually and expects to double capacity. The Qatar National Fishing Co. recently opened a freezing plant to enable the expansion of the shrimping industry. An ammonia and urea fertilizer plant is scheduled for completion this year, with an output of 430,000 tons per year. A gas liquefying plant, an oil refinery, gas-based petrochemical industries, an asbestos cement plant, new port facilities, and infrastructure projects are in the development program.

UAE: The United Arab Emirates stretch along the coast from Qatar to the Sultanate of Oman. Abu Dhabi and Dubai are the more economically significant of the six tiny sheikhdoms. Abu Dhabi is the largest and now the most wealthy; Dubai has long served as an entrepot for its neighbors. The populations of Sharjah, Ajman, Fujairah, Ras al-Khaimah, and Umm al-Qaiwain are awaiting the discovery of oil and are still dependent on fishing, some agriculture, and the generosity of their more wealthy neighbors for their livelihood and economic development.

Large quantities of oil were discovered in Abu Dhabi in the mid-1960's and soaring revenues have enabled the construction of a modern city and transportation network where 10 years ago there were only fishing villages and wandering bedouin tribes. With its own basic infrastructure completed, Abu Dhabi is contributing a large part of the money necessary to build roads, schools, hospitals, and electricity and water supply systems in the poorer members of the UAE. Abu Dhabi has also begun to consider development of a petrochemical industry and construction of its own oil refinery and other industrial projects.

For more than a century, Du-



OIL REVENUES RISE—*Higher income from oil will boost the economies of Bahrain, Qatar, the UAE and Oman. Above, a view of the refinery of Bahrain Petroleum Co., a Caltex subsidiary.*

bai's competent merchant community has serviced the trade and financial transactions of the surrounding sheikhdoms. The government therefore already received adequate income from their activities when it began exporting oil in 1969. The oil revenues are expected to reach $80 million in 1975. They are helping to build one of the largest shipping facilities in the Middle East (15 berths) to be completed by the middle of 1972 and possibly a free trade zone to enhance Dubai's position as the commercial center of the UAE.

Oman: The Sultanate of Oman lies on the Gulf of Oman and the Arabian Sea. It has been politically isolated for the past decade and, despite the discovery and export of oil in the mid-1960s, the country remained economically backward. In July 1970, Sultan Qabus bin Said deposed his father and began to turn most of Oman's $100 million in annual oil revenue into badly needed social services and basic infrastructure. Revenue will more than double by 1975 and continue to aid development of agriculture, a fishing industry, and health and education facilities.

In all these countries, the absence of foreign exchange restrictions and very low customs duties are enhancing the ample opportunities which exist for the sale of U.S. goods and services. Consumer goods of all sorts are in demand and the building of roads, irrigation systems, town electricity and water systems, hospitals, schools, housing, hotels and office buildings provide a strong demand for construction and handling equipment and materials, desalination and electrical systems, hotel equipment, medical and educational supplies, and furniture. There is also a need for engineering consultants and technical services of all sorts to conduct feasibility studies and build new industries, particularly in Bahrain, Qatar, Abu Dhabi, and Dubai.

The governments also encourage foreign participation in industrial development. Investment prospects in Bahrain in particular are excellent for U.S. participation in joint-ventures for light manufacturing and service industries supplying the regional markets. Bahrain's incentives include skilled labor, duty-free entry of products for establishing a business, and extensive warehousing facilities. There are no taxes on income and profits, and no restrictions on the repatriation of funds. At least 50 percent local participation is preferred in all the countries, though required only in Qatar.

Doing business

The conduct of business throughout the region is best accomplished through personal visits by American representatives to the local customers. Laws and custom are also increasingly more in favor of the appointment of local agents. U.S. firms will also find it to their advantage to offer flexible credit terms; the competition does. U.S. products and expertise are highly regarded, but credit terms and face-to-face contacts are as important as quality and price in making sales in this part of the world.

In recognition of the new political situation in the region and the growing importance of these markets, the United States Government is taking steps to increase its diplomatic presence. An Embassy was opened in Manama, the capital of Bahrain, and there are plans to open another shortly in Abu Dhabi, the temporary capital of the UAE. The U.S. Ambassador to Kuwait has been accredited to Bahrain, Qatar, the United Arab Emirates, and the Sultanate of Oman.

Transit visas for visits of 72 hours or less in Bahrain and the UAE may be obtained upon arrival at the airport. Visas for longer stays in Bahrain may be obtained from the British Embassy at 3100 Mass. Ave., NW., Washington, D.C. 20008, or from the Consul at the Bahrain Mission to the United Nations in New York. Visa applications for longer stays in the UAE must be made directly to the Abu Dhabi Ministry of Foreign Affairs. Visas for Qatar and Oman, transit or otherwise, may be obtained, until further notice, from the British Embassy in Washington.

For all the countries, a visitor must have a local sponsor in order to obtain other than a transit visa. A local businessman may sponsor a business visitor; a hotel will sponsor a tourist. Potential business visitors unable to arrange for a sponsor through their present trade or banking connections may wish to use one of the following channels to establish contact with a potential sponsor: the trade list "Business Firms—Trucial States" (which includes firms in Bahrain, Qatar, and Oman), published by the Department of Commerce and available through its Field Offices, from which appropriate firms may be selected for direct contact; the American-Arab Chamber for Commerce and Industry, Inc., 505 5th Ave., Suite 1701, New York, N. Y. 10017; or Chambers of Commerce in the respective countries.

More information on these countries is available from the Near East-South Asia Division, OICR-BIC, U.S. Department of Commerce, Washington, D. C. 20230.

Japanese Disclose Details Of New Easing Of Imports

Japan has confirmed a number of actions that reduce import restrictions, stemming from talks with the U.S. in Honolulu in December and Washington in February.

Regarding industrial products, on April 1, subject to parliamentary approval, Japan will reduce tariffs by 10 percent on machine tools, color plates and film, computers and computer peripheral equipment, and X-ray plates and films; by 20 percent on automobiles; and by varying percentages on a number of other items of interest to the United States.

Effective Feb. 1, Japan eliminated its import quotas on light aircraft, radar and navigational equipment for aircraft, and computer peripheral equipment, excluding memory and terminal devices. In addition Japan will remove, on April 1, its import quotas on sulphur, gas oils, and heavy fuel oils.

Subject to parliamentary approval, Japan will also reduce its internal excise tax on large- and medium-sized automobiles (now 40 percent and 30 percent, respectively) to 20 percent, while leaving unchanged the present 15 percent tax on small-sized automobiles. This will reduce the de facto discrimination against large U.S. automobiles inherent in the previous rate schedule.

As of April 1, the number of Japan's import quotas which Japan recognizes as being inconsistent with its GATT obligations will have been reduced to 34 in terms of four-digit Brussels Tariff Nomenclature categories. (These are exclusive of the 47 items that are controlled either as state-traded items or for health and security reasons.) With respect to the computer items still subject to import quotas, a U.S. technical team will visit Japan later this year to explore the matter further.

Among other actions taken by Japan to reduce barriers to imports were the elimination, on Feb. 1, of the remaining items covered by the Automatic Import Quota licensing system; an agreement in principle to approve automatically the establishment in Japan of wholly foreign-owned sales subsidiaries which engage in importation and wholesale activities (warehousing, and sales to wholesale and retail outlets)and service facilities, with the exception of computers and related activities and petroleum distribution; agreement in principle to approve the receipt and remittance of funds by foreign branches which engage in importation and wholesale activities(with the above-specified exception for computers and petroleum); and agreement, on a case-by-case basis, to give favorable consideration under Japan's standard method of settlement procedures to individual applications for importation under consignment or prepayment contracts.

Another result of the recently concluded trade talks was a joint statement affirming the intention of the two countries to seek further progress this year on the trade problems currently being discussed in the GATT Committee on Trade and Industrial Products and the GATT Agricultural Committee; and to "initiate and actively support multilateral and comprehensive negotiations in the framework of GATT beginning in 1973 (subject to such internal authorization as may be required) with a view to the expansion and liberalization of world trade, improvement in the international framework for the conduct of commercial relations, and improvements in the standard of living of the people of the world."

In agriculture, the most significant action will be the elimination of the 2.40 yen per kilogram duty on soybeans, a major U.S. export to Japan. Duties will also be reduced on turkey meat, inedible tallow, soybean meal, vegetable oils, and ten other agricultural items of interest to U.S. exporters.

In addition, a duty-free quota will be established for feeder cattle, and import quotas will be enlarged for fresh oranges, orange and grapefruit juices, and high quality beef. Japan will also remove its import quotas on tomato puree and paste, ham and bacon, and refined sugar and compound feeds, but with duty increases on the last three items.

The effective date for these changes is April 1, the beginning of Japan's fiscal year. The tariff changes are subject to parliamentary approval.

European Economic Community: The following duty-free quotas have been announced for 1972: newsprint (tariff heading 48.01-A) 1,141,000 tons; ferro-silicon (73.02-C) 20,000 tons; ferro-silico-manganese (73.02-D) 50,000 tons; ferro-chromium containing not more than 0.1 percent by weight of carbon and more than 30 percent but not more than 90 percent of chromium (ex 73.02-E-1), 3,000 tons.

Further details on how these quotas are divided among the EEC member countries can be obtained from the Western Europe Division, BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

Colombia: The nation's new commercial code, effective Jan. 1, contains provisions affecting patents and trademarks (*Commerce Today*, Oct. 4, 1971), agency and distributor agreements, forms of corporate ownership, distribution of profits, and similar matters influencing U.S. business operations in Colombia.

The code, in Spanish, is available on a loan basis from the American Republics Division, BIC-886, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-5040). An English translation has been prepared by a private organization in Colombia at $30 locally, or $35 postpaid to the U.S. Write ATEMPI, LTDA., Carrera 10 No. 12-82, Piso 5, Bogota, D.E., Colombia.

Ecuador: New prior import deposit rates of 50 percent for essential goods (List I) and 100 percent for luxury goods (List II) were established on Jan. 20 by the Ecuadoran Monetary Board. These deposits will be held by the Central Bank of Ecuador for a period of 120 days for List I items and 180 days for List II products.

Mexico: Hunters planning to travel to Mexico should acquaint themselves with that country's new Federal Law of Firearms and Explosives, to become effective April 10. Interested persons can obtain details from the American Republics Division, BIC-886, U.S. Department of Commerce, Washington, D.C. 20230.

Peru: The Government has decreed that the State will exclusively import and market basic raw materials and industrial products. Decree Law 19023 of Nov. 9 created the National Enterprise of Industrial Marketing (Empresa Nacional de Comercializacion—ENCI), which will market essential consumer goods and industrial materials, as determined by the Government.

Decree Law 19031 of Nov. 16 reserved to the state the importation of items classified by law as produced by "basic" industries—those industries designated as such in the General Industries Law (GIL), Decree Law 18350, and reserved for full state ownership, mixed ownership but with state control or, in exceptional cases, for private contract with the state. Numerous chemicals, paper products and simple shapes of ferrous and non-ferrous metals are designated "basic" in the GIL.

In accordance with the above decrees, ENCI was assigned the exclusive right to import newsprint required to meet local consumption needs. This was accomplished via Supreme Decree No. 051-71-IC/DS, dated Nov. 16. Additional supreme decrees could be issued for other items coming within the GIL definition of "basic" commodities.

Saudi Arabia: Most of the additional taxes and increases in existing taxes imposed in September 1970 to raise additional revenue have been rescinded. The Jihad tax on personal and corporative income, the additional consumption tax on gasoline, and the tax on diesel oil imposed at that time have been eliminated.

Increases in customs duties on a wide range of items have been rolled back. For example, the duty on automobiles has been reduced from 40 to 30 percent; trucks from 20 to 10 percent; tires, lumber and lumber products from 10 percent to 5 percent; and air conditioners from 20 to 15 percent. Previously dutiable items now exempt from duty include chilled and frozen meat, tools used for agriculture, drilling rigs, excavating machinery and a number of building materials.

Increased duties imposed in 1970 on the following items have been retained: prepared pigments and colors, vitrifiable enamels and glazes, varnishes, water pigments used to finish leather, polymers, cellulose products, and natural and artificial resins. These reductions in customs duties are in line with Saud Arabia's policy of generally low tariffs for most imports.

For specific import policy and duty information concerning individual commodities write to Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230. Please include the Brussels Tariff Nomenclature, the U.S. Standard International Trade Classification, the U.S. Schtdule B export commodity number or a complete product description when requesting information.

Sierra Leone: Government Notice No. 932, listing the commodities which will require specific import licenses for importation into Sierra Leone in 1972, has been published in the Sierra Leone Gazette. All goods not included on the list may be imported into Sierra Leone under Open General License.

Copies of Notice No. 932 are available to interested U.S. businessmen on request from the Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2436).

Tanzania: The Government recently revised the import licensing procedures for imports. The new licensing system, published in December as Government Notice No. 264, comprises three schedules of commodities. The first consists of goods which may be imported from any source under Open General License and primarily consists of goods necessary for the agricultural, industrial, public transport and utilities and medical sectors of the economy. The second consists of a limited number of goods which may only be imported by or on behalf of the National Development Corp. These goods are fertilizers of all types, tires and tubes, and footwear, complete or semi-manufactured. The third schedule is composed of textiles and textile articles of all types importable only by the National Textile Industries Corp. All goods not appearing on one of these three schedules may be imported only by the Tanzania State Trading Corporation unless otherwise specifically authorized by the Controller of Imports.

Copies of Notice 264 are also available from the Africa Division.

International Business Reports

The Role of the Multinational Corporation in the United States and World Economies, with individual industry data as appendix. Published by Emergency Committee for American Trade. Two volumes, 224pp. $5.

This study is based on a detailed survey of domestic and international operations of 74 of the largest U.S. multinational corporations. It concludes that such companies do not "export" jobs, but outperform other U.S. companies in making jobs, usually better jobs with better pay and backed by higher investment than those in other companies, and also that what these firms import is a small fraction of what they export.

In the period between 1960 and 1970, it is set forth, the firms covered in the survey increased domestic employment at a rate 75 percent greater than that of all other manufacturing companies. Their domestic sales also increased faster than those of other companies. The increase in sales by their domestic facilities was twice that of the sales increase by their facilities abroad. Their ratio of exports to domestic production reached 10.8 percent in 1970, which is said to be double that of the average manufacturing firm.

The report also confirms the view that foreign investments are made primarily for markets that could not be reached from the U.S.

Write: Emergency Committee for American Trade, 1211 Connecticut Ave., N.W., Washington, D.C., 20036.

Guide to Industrial Site Selection. By M. J. Newbourne and Colin Barrett. 37pp. $3.50.

"The search for a place to locate has occupied a considerable proportion of human endeavor for as long as civilization has existed," begins this booklet. "In each separate locational decision a great many factors must be considered. What is less obvious is that these factors will vary dramatically." The authors go on to discuss the factors involved in site selection.

Write: Book Department, The Traffic Service Corp., 815 Washington Bldg., Washington, D.C. 20005.

Discover Colombia. A set of five pamphlets published by the Colombia Information Service. Free.

Titles include People; The Economy; Government and Institutions; Foreign Investment; and Sources of Information. **Write:** Colombia Information Service, 140 East 57th St., New York, N.Y., 10022.

Calendar For World Traders

Mar. 7—Omaha—Export development seminar, 9 a.m., and export documentation seminar, 2 p.m., Federal Office Bldg. Sponsors: REEC, Kansas City Field Office.

Mar. 8—Lincoln, Neb.—Export development seminar, U. of Nebraska, 2 p.m. Sponsor: Kansas City Field Office.

Mar. 8—Seattle—Export briefing on Marketing and Forwarding, Field Office, 10 a.m.-noon.

Mar. 9—Atlanta—DISC Seminar, 9:30 a.m.-12:15 p.m., Georgia Power Co. Auditorium, 270 Peachtree St., NW. Sponsors: International Council of Chamber of Commerce, Field Office.

Mar. 9 — Boston — Tradewinds roundtable seminar, 4 p.m., and dinner meeting, 6:30 p.m., Anthony's Pier 4 Restaurant, 140 Northern Ave. Sponsor: International Center of New England.

Mar. 9 — Chicago — International Trade Club, LaSalle Hotel.

Mar. 9—Lincoln, Neb.—Export development seminar, 9 a.m., and export documentation seminar, 2 p.m., Chamber of Commerce.

Mar. 14—Chicago—Overseas Automotive Club international meeting, 3 p.m., and international reception, 5 p.m., Sheraton-Chicago.

Mar. 14—Fort Wayne, Ind.—DISC seminar, Chamber of Commerce.

Mar. 14—Kansas City—Exporters luncheon, Bretton's Restaurant, noon. Sponsors: International Trade Club, Field Office.

Mar. 14-15—Kearney, Neb.—World Affairs Conference featuring Secretary of Commerce Peter G. Peterson. Sponsor: Kearney College.

Mar. 15—Chicago—Midwest Credit Credit Management Assn. meeting, Bismarck Hotel.

Mar. 15—Seattle—Export briefing on Banking and Insurance, Field Office, 10 a.m.-noon.

Mar. 15—Stratford, Conn.—Combination Export Managers Assn. of Connecticut general luncheon meeting. Subject: DISC.

Mar. 16—New Orleans—All-day DISC seminar, Chamber of Commerce, 9:30 a.m.

Mar. 16—New York—FCIB Drug, Chemical & Food Export Club luncheon meeting, Advertising Club, 12:15 p.m.

Mar. 16—Rock Island, Ill.—Quad-Cities Domestic and International Business Seminar, Rock Island Arsenal, 1 p.m. Sponsors: Chicago & Des Moines Field Offices, chambers of commerce.

Mar. 21 — Hicksville, N.Y. — International Forum on "Trading Behind the Curtains," Old Country Manor. Sponsor: World Trade Club of Long Island.

Mar. 21—Springfield, Mo.—Export development seminar, 9 a.m., and export documentation seminar, 2 p.m., Chamber of Commerce.

Mar. 23—Joplin, Mo.—Export development seminar, 9 a.m., and export documentation seminar, 2 p.m., Chamber of Commerce.

Worldwide Business Services

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

Licensing, Investment Abroad

AUSTRALIA—3531, 3532—Long established manufacturer of steelwork, heavy and light machinery and equipment seeks licensing agreements, technical assistance and "know-how" **to produce earthmoving equipment and/or ancillary attachments, civil engineering construction equipment, as well as open-cut and underground mining equipment**. This firm has sales outlets throughout the Commonwealth of Australia, nearby territories, New Zealand and South Africa. Improved Constructions Pty. Ltd., Woodville & Miowere Roads, Villawood, New South Wales 2163, Australia. WTD. P-72093

AUSTRIA—2800, 3569—Manufacturer of explosives plans to diversify. Initially interested in agency agreements, later manufacture under license. Product interests include **semi-finished and finished chemicals**, other than pharmaceuticals and fertilizers, **and air and water pollution control equipment**. Firm employs 400, reports annual sales of $11.5 million. Direktor Dr. A. Brandstaetter, Dynamit Nobel Wien Ges.m.b.H, Heidenschuss 2, A-1014 Vienna, P. O. Box 132, Austria. WTD. P-72092

BELGIUM—3312, 3316—Small firm producing steel hoops for packing and cable for electrical armatures seeks American partner. Would also consider outright sale of its plants and facilities or manufacture of **cold rolled products** for other uses. Victor Bernard, Deputy Consul General, Industrial Sec., Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020. P-72087

BRAZIL—3443—License and technical assistance to manufacture **floating roofs for petroleum storage tanks and pressure vessels**. Company presently fabricates metal structures, tanks for storage of oil and related products. Employs 600. Dr. Ulisses Barbosa Filho, President, Cesmel S. A. Industria e Comercio, Rua Miguel Calmon. 59–6° and Salvador, Bahia, Brazil. WTD. P-72091

CANADA—3599—Licenses to manufacture **complete units, components or subassemblies produced in general machine shops**. The firm's divisions are presently engaged in industrial hard chrome plating; custom machining of precision parts and lead screws; production of precision engraved applicator rolls for packaging and converting industries; and distribution of plumbing and heating supplies. Company has about 105 employees; licensing agreements with two American concerns. C. K. Zenwirt, NEO Group of Companies, 76 Mead Ave., P.O. Box 3186, Station "C", Hamilton, Ontario, Canada. WTD. 72097

FRANCE—3537—License to manufacture **materials handling equipment** for postal sorting installations. Would also consider agency agreement. Is not interested in production of letter sorting equipment. Currently specializes in manufacture of apparatus for handling packages and sacks. Employs 35. Paul Thibault, President Director General, General d'Etudes et de Constructions Industrielles (G.E.C.I.), Route de Piscop, Saint-Brice-sous-Foret, (95-Val d'Oise). WTD. P-72029

GERMANY—3525—Wants licenses for sophisticated, electronically controlled **conveying/storage systems** for piece goods handling. GSK Gesellschaft fuer System-Engineering und Know-how, 6330 Wetzlar, Wahlheimer Weg 1, Germany. WTD. P-72030

GERMANY — 3559 — Manufacturing rights for **environmental and pollution control equipment**. Firm presently produces pneumatic equipment, including presses and industrial fasteners. Employs 30, part of industrial group. Heinz Buehnen, Heinrich Buehnen Maschinenfabrik, Dortmunderstrasse 12, 28 Bremen. P-72062

GERMANY — 3569 — Manufacturing rights for **industrial filters for liquids**. Presently produces filters for all types of liquids, including acids, emulsions, oils and detergents. Employs 200. FAUDI Feinbau GmbH, 6370 Obersursel, 4 Im Diezen, Germany. WTD. P-72019

GERMANY — 3630 — Manufacturing rights for **household appliances for defrosting frozen foods**. Would also consider agency agreement. Firm employs about 2,000, has excellent distribution system. Gunter Nitsch, Manager, Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. P-72074

GERMANY—3800—Producer of control and measuring instruments seeks licenses to manufacture **electronic and electric optical measuring, controlling and testing instruments for the pulp and paper industry**. Firm was founded in 1932 and employs 180. Paul Lippke KG, 5450 Neuwied, Wilhelm-Leuschner-Str. 12, Germany. WTD. P-72071

GERMANY—3831—Firm manufacturing **optical measuring and testing equipment** seeks licenses for similar products. Dr. Heinrich Schneider, Optotechnische Fabrik, 655 Bad Kreuznach, Schwabenheimer Weg 24 (P.O. Box 984), Germany. WTD. P-72031

GERMANY—3964—Seeks license or reverse license to produce **metal buckles, fasteners, hooks and eyes for apparel**. Established 1948; employs 250. Specializes in production of metal fasteners for clothing. Affiliated with mail order house and 35 agencies. Product brochures available from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. GUTOS Metallschliessenfabrik, Bader & Hoch GmbH & Co. KG, 46 Lindenstrasse, D-7530 Pforzheim, Baden-Wuerttemberg. WTD. P-72039

LEBANON—2030, 2821, 2840—Two Lebanese businessmen planning to liquidate business assets in Venezuela and return to Lebanon seek licensing or joint venture arrangement with a large American company. Fields of interest include **processed food, fruit pulp, soaps and toiletries, and plastic foam products**. Firms have enjoyed good commercial reputations in Venezuela in textile field. Write Jorge Haddad, Fantasias Emperador, Efificio Boyaca, Cuji a Salvador de Leon, Caracas, Venezuela; or Labib Dagher, C.A. Almacenes La Orquidea, Edificio Bermudez, Avenida Francisco de Miranda, Chacao, Caracas, Venezuela. WTD. P-72101

MEXICO—3541—Firm seeks joint venture to produce **carbide cutting tools**. Partner is to provide technical know-how and capital of $240,000-$400,000. Company divided into sintered tungsten carbon, carbon tools and throwaway inserts, and special high-speed cutters divisions. Presently producing 3,000 different types of tools. American Embassy, Cor. Danubio and Paseo de la Reforma 304, Colonia Cuauhtemoc, Mexico D. F. WTD. P-72089

NETHERLANDS—3559, 3569 — Large Dutch firm seeks licenses to manufacture wide range of advanced or newly developed **pollution control equipment**. Products of prime interest include **equipment for treating municipal, domestic and industrial wastewater; burning and regenerating solid waste; collecting, transporting and shredding waste; and treating sludge. Also, equipment for pulverizing wrecked cars into scrap bales and cleaning up oil spills**. Company is leader in bakery industry, employs 5,000. Plans substantial investment to diversity into pollution control field. Representatives of the concern plan to visit the United States to discuss licensing agreements, study pollution control techniques. To follow up on this proposal, interested firms should write: Commercial Section, American Embassy, 102 Lange Voorhout, The Hague. P-72068

SPAIN—3531—Manufacturing rights for less sophisticated **construction machinery**. Principally interested in mixers, graders, pavers, scrapers, rollers and cranes. Presently produces small construction and agricultural machinery. Maintains ten branch offices and warehouses in Spain, plans to expand. Has also started exporting. Fermin San Antonio Cortes, Manager, METALURGICA SAGUNTINA, Carretera del Puerto A-B, Sagunto, Valencia, P. O. Box 17, Valencia, Spain. Further background information available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD. P-72094

SOUTH AFRICA—3443—License to manufacture heavy industrial equipment. Product interests include **incinerators, pressure vessels, stills for use in dry cleaning, pollution control, railroad and iron ore handling equipment**. Currently firm is engaged in shipbuilding, steel fabrication and heavy marine repair. Employs 1,000, is member of major company group. Secretary, Globe Engineering Works Ltd., Railway St. or P.O. Box 13, Woodstock, Cape Town, Cape Province, Republic of South Africa. WTD. Background material available from Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. P-72099

SWITZERLAND—2032, 2834—Licenses sought for **health food products**, particularly stabilized bran and wheat germ, yeast and brewer yeast 45, with minerals, enriched with calcium; minerals for food products such as magnesium, phosphorus, iron, copper, etc., combined vitamin capsules, A,D,E, vitamin B-complex and calcium tablets, mineral pills or powder, vitamin enriched safflower oil and similar specialties. Company is medium-sized producer of machinery for the chemical industry, employs 200. Plans construction of modern health food plant. Dr. L. Burgenstein, Leder & Co. AG, Fluhstrasse 30, 8640 Rapperswil, Switzerland. WTD. P-72100

SWITZERLAND — 2840, 2850 — Experienced producer and packager of aerosol specialties seeks licenses for expanding **aerosol production line, including cosmetics and toiletries such as deodorants; skin and hair care products; household chemicals such as detergents and special treatment agents for fabrics, furniture, leather and cloth; specialties for treatment of metal, stoves and glass; and novel paints** with special chemical or physical characteristics. Currently manufactures 600 different aerosol types and is manufacturing well-known cosmetics under American licenses. Affiliated with largest Swiss chemical producer. Markets products through prominent chain and department stores. A. Ch. Dick, Director, Autochemie AG, P.O. Box 1, 4133 Pratteln, Switzerland. WTD. P-72040

SWITZERLAND—3511, 3662—Producer of specialized machine tools, power supply units for ships and parts for ship propelling system seeks manufacturing licenses in following fields: (1) **laser welding machines; laser metal surface treatment devices; other laser apparatus and systems for application in the metalworking industry; (2) mobile or stationary gas turbines for production of power on ships; gas turbines for use as power supply aggregates for industrial purposes, 70 h.p. to 400 h.p. Of special interest are units fueled by crude oil or earth gas for use on oil and gas tankers.** Firm located near Bern in modern, well-equipped plant, employs 300 and plans on acquiring another firm with 200 employees in near future. DUAP AG, 3360, Herzogenbuchsee, Switzerland, Attn: Mr. Ott, Director. WTD. P-72078

SWITZERLAND—(3555) — Licenses to manufacture **printing machinery and electronic printed circuitry production equipment.** Particularly interested in photocomposing and related advanced typesetting equipment. Would market in Switzerland and other European countries, including Eastern Europe. Firm currently produces machines and gauges for preparation of printing plates, offset proofing presses and printed circuits production equipment. Maintains sales and service subsidiaries in France, Germany, Italy, United Kingdom; stresses after sales service. Has capacity in new plant to produce medium-sized printing equipment or printed circuitry equipment with a unit cost between $10,000 and $50,000. Write: Hans Ruedi Nyffeler, Managing Dir., FAG S.A., 7 rue de Geneve, 1001 Lausane, Switzerland. WTD. P-72006

SWITZERLAND — 3585, 3564, 3630—Licenses to manufacture **air conditioning units and parts, domestic and commercial kitchen refrigerators and exhaust fans.** Firm is major manufacturer and distributor of household and commercial stoves. Heinz Muller, Marketing Manager, Therma AG, Wilfriedstrasse 6, Zurich. WTD. P-72035

UNITED KINGDOM—3569—Substantial manufacturer of **process equipment for use in mixing, sifting, rotary processing, crushing and waste disposal** seeks licenses to produce related products. Firm also makes elevators and hoists. Maintains fully equipped test facility. Market Outlets will include EEC. W. J. Jenkins and Co. Ltd., Beehive Works, Retford, Nottingham, England. P-72095

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Investment, BIC-874, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to the appropriate file number assigned each opportunity listed below.

AUSTRIA—A specially-equipped and planned kitchen unit with storage spaces so designed that utensils, appliances and supplies are electronically moved out of the storage spaces to the housewife, and are electronically returned to storage after use. *File 1914-R*

ENGLAND—An internationally known British designer of cosmetics and hosiery products wishes to make manufacturing license arrangements with a medium-sized American company that is able to cover a good part of the entire American market to produce its line of hosiery. *File 2132*

FRANCE—The inventor offers an **anti-clogging panel** with a coating which adheres to various shaped surfaces used in preventing clogging in silos and conveyors to U.S. manufacturers under a licensing agreement. A patent application has been made in the U.S. on this product. *File 2133*

FRANCE—A French company is interested in selling its patents for the manufacturing of **load/lift trucks** composed of two separate, bearing axle trees forming a steering train with a turning radius of 30 degrees on the right and on the left. The load sits between the two axles. It is claimed that 80 of the largest French concerns are customers for these trucks. *File 2134*

FRANCE—An established French company specializing in the manufacturing of **machinery for the pharmaceutical and veterinary industries** and for blood transfusion centers is considering entering into an agreement with an American firm. The manufacturer seeks a non-competitive firm located in the eastern part of the United States that has the capacity to construct their machinery under license and handle sales to the pharmaceutical industry, veterinary and blood transfusion centers. *File 2135*

NETHERLANDS—Established firm offers a patented **structural steel system** on a manufacturing license basis to an American company. The system reportedly is suitable for the erection of all metal framing construction, pallet racks, bar stool racks, shelf brackets, wall partitioning, garages and bungalows. It eliminates protruding brackets and corner caps by housing nuts and bolts within the channel. *File 1934-R*

SWITZERLAND—An established Swiss firm specializing in RTD in the field of **electronic switches, controls and power supplies** offers a manufacturing license arrangement to U.S. firms. The products are a newly developed static direct/alternating current voltage converter mainly used as an automatic emergency power converter for priority supply power operation with sinusoidal output voltage. Advantages claimed include being short-circuit proof, automatic protection against battery discharge, small power-weight ratio and others. *File 2136*

SWITZERLAND—An established Swiss firm wishes to contact a U.S. firm that would be interested in manufacturing under a license its line of **small, advanced electric kitchen appliances and a new kitchen sink combination.** *File 2137*

SWITZERLAND—Manufacturer of **electronic components** which includes among other products, fuses and accessories, signal lamps, transistor pads, valve sockets, and printed circuit accessories, offers manufacturing rights to U.S. firms. Presently the firm exports to a number of countries and manufactures in Germany as well as Switzerland but has not penetrated the U.S. market. *File 2027-R*

SWITZERLAND—A well considered Swiss manufacturer of power transmission equipment and industrial panel doors, offers manufacturing rights for its **industrial pneumatic and automatic swinging doors.** The doors automatically open through a light touch by a vehicle or worker and then close on their own. *File 2138*

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Fruit, tree nut, vegetable farms

01136 — ITALY — Dry beans, lentils. Pozzolini, Camillo (importer, dist.), Via del Mare 63, 66034 Lanciano (Chieti). WTD 1/72.

01226 — ITALY — Almonds. Pozzolini, Camillo (importer, dist.), Via del Mare 63, 66034 Lanciano (Chieti). WTD 1/72.

Gathering of forest products

08610 — ETHIOPIA — Rubber, crude. Addis Tire Co., Share Co. (importer, mfr.), P. O. Box 2394, Addis Ababa. WTD 1/72.

Crude petroleum, natural gas

● **13100—ARGENTINA—**The Argentine State Petroleum Entity (YPF), invites bids for the exploration, development and exploitation of hydrocarbons in the Provinces of Salta, Jujuy, Tucuman, Santiago del Estero and Catamarca. Bidders are invited to submit their prequalifications on March 13, at 10:30 a.m. Conditions and technical specifications available for 1,000 Argentina pesos from Argentine State Petroleum Entity, 3616 Richmond Ave., Suite 710, Houston, Texas, 77046, by asking for Licitacion Publica No. 11/72. Tender No. 11/72. Bid deadline September 11.

● **13100—ARGENTINA—**The Argentine State Petroleum Entity (YPF) invites bids for the exploration, development and exploitation of hydrocarbons in areas 4, 5 and 6 of the austral marine basin in latitude Santa Cruz Sur and Tierra del Fuego. Bidders invited to submit their prequalifications on March 13, at 10 a.m. Bid deadline July 27, at 11 a.m. Tender No. 10/72. Conditions and technical specifications available for 1,000 Argentina pesos from Argentine State Petroleum Entity, 3616 Richmond Avenue, Suite 710, Houston, Texas 77046, by asking for Licitacion Publica No. 10/72.

● **13100—ARGENTINA—**The Argentine State Petroleum Entity (YPF), invites bids for the exploration, development and exploitation of hydrocarbons in the continental platform of the Golfo San Jorge. Bidders are invited to submit their prequalifications on March 13, at 11 a.m. Tender No. 12/72. Bid deadline is October 10. Conditions and technical specifications available for 1,000 Argentina pesos from (YPF) Argentine State Petroleum Entity, 3616 Richmond Ave., Suite 710, Houston, Texas, 77046, by asking for Licitacion Publica No. 12/72.

Miscellaneous nonmetallic minerals, except fuels

14940—BRAZIL—Gilsonite for own use. Estimated annual quantity to be purchased 150 long tons. Tintas Supercor Ltda. (importer, mfr., wholesalers), Rua Viuva Claudio 247, 20000 Rio de Janeiro, GB ZC-15. WTD 1/72.

Dairy products

20231—SPAIN—Milk, powdered. Industrias Especiales y Agropecuarias, S.A. (importer, dist.), Imeldo Seris, 35, Santa Cruz de Tenerife. WTD 1/72.

Canning, preserving foods

20341—ITALY—Prunes in bulk or packaged under firm's label. Pozzolini, Camillo (importer, dist.), Via del Mare 63, 66034 Lanciano (Chieti). WTD 1/72.

20373—BELGIUM—Frozen offals, frozen beef tongues. Prices c.i.f. Antwerp. Sercu & W. Crombez (importer), Paterstraat 8, Ieper 8900. WTD in prep.

20373 — GERMANY — Frozen poultry parts. Prices c.i.f. European ports. Direct purchase & agency. Lorenz Heitz (importer, exporter), 62-64 Rheinische Str., 465 Gelsenkirchen. WTD 2/72.

Grain mill products

20413—ALGERIA—400 tons degerminated corn meal or grits for delivery on quarterly basis. Alfluid, Attn: M. Cowan (importer, mfr.), 2, Blvd. Mohamed V, Algiers.

20460—ALGERIA—400 tons of potato starch for delivery on quarterly basis, to State-owned enterprise. Alfluid, Attn: M. Cowan (importer, mfr.), 2, Blvd. Mohamed V, Algiers.

Confectionery

20710—ICELAND—Candy, other confectionery goods. Haraldur Arnason heildverzlun h/f (importer, dist.), Homarshus v/Tryggvagotu, Reykjavik. WTD in prep.

Beverage industries

20871—SWITZERLAND—Natural fruit or plant extracts, imitation flavoring extracts, emulsions, other liquid flavors. Prochem AG (importer, dist., agent), Lagerstrasse 33, P.O.B. 954, 8021 Zurich. WTD 2/72.

Broad woven fabric mills, cotton

22114—ZAMBIA — Supply of mattress ticking. Foam Plastics Ltd., Attn: R. G. Wright (importer, retailer, mfr.), P.O. Box 1686, Kitwe. WTD in prep.

Broad woven fabric mills, wool

22310—ZAMBIA—Uncut moquette, various upholstery fabrics. Foam Plastics Ltd., Attn: R. G. Wright (importer, mfr., retailer), P.O. Box 1686, Kitwe. WTD in prep.

Textile goods

22952 — ZAMBIA — P.V.C. leathercloth. Foam Plastics Ltd., Attn: R. G. Wright (importer, mfr., retailer), P.O. Box 1686, Kitwe. WTD in prep.

Men's, youths', boys' furnishings, work clothing

23290 — ICELAND — Military surplus clothing. Haraldur Arnason heildverzlun h/f (importer, dist.), Hamarshus v/Tryggvagotu, Reykjavik. WTD in prep.

Women's, misses', children's, infants' under garments

23412—MALAYSIA—Ladies lingerie, excluding nightwear. Sharikat C. P. Khong (importer, dist.), 33 Tengkat Tong Shin, Kuala Lumpur. WTD in prep.

Fabricated textile products

23926—NEW ZEALAND — Bedspreads,

bedsets of above-average quality, designs, fabrics offered to be on exclusive basis for New Zealand. Peter Roberts Ltd., Attn: C.O. Jones, Mng. Dir. (importer, dist.), P.O. Box 1281, Auckland 1. WTD in prep.

23928—NEW ZEALAND—Sheets, pillowcases of above-average quality; designs, fabrics offered to be on exclusive basis for New Zealand. Peter Roberts Ltd., Attn: C.O. Jones, Mng. Dir. (importer, dist.), P.O. Box 1281, Auckland 1. WTD in prep.

23929—NEW ZEALAND—Cotton towels, towelling of above-average quality; designs, fabrics offered to be on exclusive basis for New Zealand. Peter Roberts Ltd., Attn: C.O. Jones, Mng. Dir. (importer, dist.), P.O. Box 1281, Auckland 1. WTD in prep.

23940—ZAMBIA — Raw materials for manufacture of tarpaulins. John Burnside Ltd. (mfr.), P.O. Box 1644, Lusaka. WTD in prep.

23951 — FRANCE — Emblems, embroidered. Nemery & Calmejane (importer, dist., mfr.), 4, rue Albert Thomas, 37-Tours 01. WTD 4/70.

Sawmills, planing mills

24210—ITALY—Rough sawn douglas fir 1000/2000 cu. ms. F.lli Baldovin (dist., retailer), Via Safforze, 28, 32100 Belluno. WTD in prep.

24210—ITALY—Douglas fir, pitch pine logs. Paganoni, Fratelli (importer), Viale Monza 240, 20128 Milano. WTD 12/71.

24211—LIBYA—Unfinished wood, pine or any other hard wood. Libyan Independent Co. (dist., retailer, exporter), P.O. Box 6139, Tripoli. WTD in prep.

Millwork, veneer, plywood, prefabricated structural wood items

24320 — GERMANY — Veneer and plywood. Prices c.i.f. European ports. Reinemann Bruno (importer, dist., exporter), 3282 Steinheim. WTD 1/71.

24394 — SPAIN — Builders' hardware. Sociedad Cooperadora de Almacenistas Reunidos Españoles, S.A. (importer, dist.), Avda. de la Albufera, 9, Madrid (18). WTD 1/72.

Office furniture

25223—GERMANY—Filing systems, filing cabinets; cabinets and housings for punchcard systems, data processing. Prices c.i.f. European ports. Direct purchase & agency, Geneal-Bueromoebelfarik Geb.r Neuhaus (dist., mfr., exporter), 250 Worringer Strasse, 43 Essen 17. Mr. G. Bredendiek, Mgr. WTD 2/72.

Paper

● **26000 — INDIA** — Government-owned electrical equipment manufacturer requires wide range of electrical grade insulating materials such as high pressure bakelite impregnated kraft papers, phenolic-coated hard kraft papers, grey pressboard laminations and sheets, calendared and uncalendared press-papers, crepe kraft papers, faced polyester film and fiberglass tubes for use in electrical transformers. Contact: Mr. D. V. Narke, Chief Transformer Engineer, Transformer Engineering Division, Heavy Electricals (India) Limited, Bhopal, Madhya Pradesh.

● **26200—GREECE**—Naval Supply Center requires 3 tons of cream colored chart paper for multicolor printing. Sheet sizes to be 1.10 x 0.875 meters or 1.10 x 1.75 meters. Weight to be 175 grams/M^2 ± 3%. Paper to be made from a 50 percent chemical woodpulp and 50 percent rag pulp furnish. Copy of specifications and conditions of tender available from the Forest Products Division, Bureau of Domestic Commerce, Room 2112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-3534).

Converted paper, paperboard products

26432 — AUSTRALIA — Polyester bags 14″ x 10″ to stand temperature of 550° F; polyester film; polythene cling film; P.V.C. cling film. Leigh-Mardon Pty. Ltd., Attn: John H. Robins Market Research Officer (importer, agent, retailer), G.P.O. Box 519, Sydney, N.S.W. 2001. WTD 2/72.

26452—MALAWI—Two sides polyethylene coated purepak semibleached milk container paper board, low density; 2 reels of 29.8 cm packed together; reel diameter 151 cm: core 12″; substance, Col .016″/PE (PE/PE 26 grm2). Amalgamated Packaging Industries, Ltd. (importer, mfr.), Box 1056, Blantyre. WTD in prep.

Periodicals: publishing, & printing

27213 — GERMANY — Scientific magazines. Prices c.i.f. European ports. W.E. Saarbach GmbH, Attn: Otto Theisen (importer, dist., retailer), 5 Koeln 1, Follerstr. 2, P.O. Box 1o 16 10. WTD 12/71.

Books

27313 — GERMANY — Scientific books. Prices c.i.f. European ports. Direct purchase & agency. W. E. Saarbach GmbH, Attn: Otto Theisen (importer, dist., retailer), 5 Koeln 1, Follerstr. 2, P.O. Box 101610. WTD 12/71.

Photoengraving

27930—PHILIPPINES—Zinc plates for photoengraving (20 × 24 in.). Rolinda Trading, Attn: Roberto Chan, Asst. Gen. Mgr. (importer), 1875 F. B. Harrison St., Pasay City, P. O. Box 1302, Commercial Center, Makati, Rizal. WTD in prep.

Industrial chemicals

28150—PHILIPPINES—Paint chemicals (organic). Ricton Import Export Corp., Attn: Ricardo Ty (importer, dist.), 506 Federation Center Bldg., Muelle de Binondo St., Manila. WTD 6/71.

28160—PHILIPPINES—Paint chemicals (inorganic). Ricton Import Export Corp., Attn: Ricardo Ty (importer, dist.), 506 Federation Center Bldg., Muelle de Binondo St., Manila. WTD 6/71.

28183—PHILIPPINES—Rubber processing chemicals. Ricton Import Export Corp., Attn: Ricardo Ty (importer, dist.), 506 Federation Center Bldg., Muelle de Binondo St., Manila. WTD 6/71.

28190—ALGERIA—Lithopone 30% (red seal)—1,000 tons per yr.; titanic oxide—300 t/y; organic colorings—10 t/y; inorganic colorings—15 t/y; chlorine (rubberized)—25 t/y; epoxy resins—50 t/y; formo-phenolic resins—100 t/y; glycerophtalic resins—1,000 t/y; naphtenates—50 t/y; methyl and ethyl cellosolve—50 t/y; and polyvinyl acetates—1,000 t/y. Societe des Peintures de l'Ouest Algerien (SPOA) (importer), Ave. Khiali Ben Salem, Oran. WTD 12/71.

28197—PORTUGAL—Sodium hydrosulfite. Quiminova-Quimica Industrial e Agricola, Lda. (importer, dist.), P.O. Box 5001, Rua Aprigio Mafra 33-2: Dto., Lisbon 5. WTD in prep.

Drugs

28331—SPAIN—Synthetic organic medicinal chemicals, including antibiotics, for pharmaceutical preparations, veterinary, food additives. Ricorvi, S.A. (dist., mfr., agent), Calle Llusa, 28, Barcelona (14). WTD in prep.

28331—SWITZERLAND—Food preservation agents. Exclusive sales rights. Prochem AG (importer, dist., agent), Lagerstr. 33, P.O.B. 954, 8021 Zurich. WTD 2/72.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28415—SPAIN — Detergents, synthetic, organic, household use. Industrias Especiales y Agropecuarias, S.A. (importer, dist.), Imeldo Seris, 35, Santa Cruz de Tenerife. WTD 1/72.

28430 — SWITZERLAND — Anti-foam, anti-slime, preserving agents for paint, paper industry. Exclusive sales rights. Prochem AG (importer, dist., agent), Lagerstr. 33, P.O.B. 954, 8021 Zurich. WTD 2/72.

Paints, varnishes, lacquers, enamels

28513 — MALAYSIA — Spray colors for renewing leather, fabric, PVC upholstery, in aerosol cans. Sharikat C. P. Khong (importer, dist.), 33 Tengkat Tong Shin, Kuala Lumpur. WTD in prep.

Gum, wood chemicals

28612—PHILIPPINES—Dyestuffs. D & L Industries, Attn: Chemical Dept. (importer, dist.), P.O. Box 4206, Manila. Cable Address: "DELEX," Manila. WTD in prep.

Chemical products

28921—MALAYSIA—Ammonium nitrate for blasting in quarries, in pellet form. Samples requested. United Motor Works (M) Sdn. Bhd. (importer, dist., retailer), Batu Tiga Industrial Estate, Shah Alam, Selangor. WTD 11/71.

28950—BRAZIL—Carbon black for own use. Estimated annual quantity to be purchased 100 long tons. Specifications to be agreed upon by buyer, seller. Tintas Supercor Ltda. (importer, mfr., wholesaler), Rua Viuva Claudio 247, 20000 Rio de Janeiro, GB ZC-15. WTD 1/72.

28993 — PHILIPPINES — Textile chemicals. D & L Industries, Attn: Chemical Dept. (importer, dist.), P.O. Box 4206, Manila. Cable Address: "DELEX," Manila. WTD in prep.

28993—SWITZERLAND—Essential oils. Exclusive sales rights. Prochem AG (importer, dist., agent), Lagerstr. 33, P.O.B. 954, 8021 Zurich. WTD 2/72.

Petroleum refining

29115—ETHIOPIA—Chemical raw materials, including synthetic rubber components, for rubber, tire manufacturing. Addis Tire Co., Share Co. (importer, mfr.), P. O. Box 2394, Addis Ababa. WTD 1/72.

Paving, roofing materials

29510—GERMANY — Road construction, underground structural materials. Direct purchase & agency. Caspar & Co. (importer, dist., mfr.), Dresdener Strasse, 51 Aachen. WTD 2/72.

29520—GERMANY — Roofing materials. Direct purchase & agency. Caspar & Co. (importer, dist., mfr.), Dresdener Strasse, 51 Aachen. WTD 2/72.

Tires, tubes

30113—JAMAICA—Airplane tires, used, size 15.6 × 16.00. Price quotations for various grades c.i.f. Kingston in 100 tire lots. Sugar Manufacturers' Assn., Attn: Tom Chinloy (dist.), Sugar Research Dept., Mandeville P.O., Manchester. WTD in prep.

Fabricated rubber products

30690 — ZAMBIA — Rubber webbing. Foam Plastics Ltd., Attn: R. G. Wright (importer, mfr., retailer), P.O. Box 1686, Kitwe. WTD in prep.

● **30695 — JAPAN** — Rubber oil seals, packings. Great Asian Molub-Alloy, Ltd. (importer, dist.), Attn: Mr. Kiichi Sano, V.P., Shimojo Bldg., 7 Rokuban-cho, Chiyoda-ku, Tokyo. WTD in prep.

Plastic products

● **30795 — JAPAN** — Plastic oil seals, packings. Great Asian Molub-Alloy, Ltd. (importer, dist.), Attn: Mr. Kiichi Sano, V.P., Shimojo Bldg., 7 Rokuban-cho, Chiyoda-ku, Tokyo. WTD in prep.

Industrial leather belting, packing

● **31210 — JAPAN** — Leather oil seals, packings. Great Asian Molub-Alloy, Ltd. (importer, dist.), Attn: Mr. Kiichi Sano, V.P., Shimojo Bldg., 7 Rokuban-cho, Chiyoda-ku, Tokyo. WTD in prep.

Glass, glassware

32291—AFGHANISTAN—Novelty glassware. Akbar Export-Import Co., Ltd. (importer, dist., agent), P.O. Box 412, Kabul. WTD 2/72.

Steel mill products

33124—FRANCE—Steel piling, Larsen type, categories #2, 3, 4. (Part of "hot-rolled bars and shapes, plates, structural shapes and piling"). Request quotes 5,000 metric tons c.i.f. Dunkirk. Etablissements SERY (importer, dist., retailer), Route de Bergues, 59-Coudekerque-Branche. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33560 — BELGIUM — Inox-steel cores. Prices c.i.f. Antwerp. Specifications available from International Business Opportunities, BDC-584, Rm 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. Ateliers Jacques Dembitzer & Co. (importer), Bouwensstraat 40a, Antwerp. WTD in prep.

Cutlery, hand tools, general hardware

34211 — GERMANY — Trimmers. Direct purchase & agency. Uni-Office GmbH (importer, dist., agent), 22 Stephanienstrasse, 4 Duesseldorf. WTD in prep.

34211 — SPAIN — Cutlery, scissors, shears, trimmers, snips. Sociedad Cooperadora de Almacenistas Reunidos Españoles, S.A. (importer, dist.), Avda. de la Albufera, 9, Madrid (18). WTD 1/72.

34232—SPAIN—Edge tools, hand operated. Sociedad Cooperadora de Almacenistas Reunidos Españoles, S.A. (importer, dist.), Avda. de la Albufera, 9, Madrid (18). WTD 1/72.

34233—SPAIN—Files, rasps, file accessories, other handtools. Sociedad Cooperadora de Almacenistas Reunidos Españoles, S.A. (importer, dist.), Avda. de la Albufera, 9, Madrid (18). WTD 1/72.

34250—SPAIN—Handsaws, saw blades, saw accessories. Sociedad Cooperadora de Almacenistas Reunidos Españoles, S.A. (importer, dist.), Avda. de la Albefura, 9, Madrid (18). WTD 1/72.

34292 — SPAIN — Furniture hardware. Sociedad Cooperadora de Almacenistas Reunidos Españoles, S.A. (importer, dist.), Avda. de la Albufera, 9, Madrid (18). WTD 1/72.

34292 — ZAMBIA — Upholstery nails, woodscrews, various other items relating to manufacturers of polyurethane foam, mattresses and furniture industry. Foam Plastics Ltd., Attn: R. G. Wright (importer, mfr., retailer), P.O. Box 1686, Kitwe. WTD in prep.

34294—CANADA — Builders hardware. Advance Industries Ltd. (dist., mfr., exporter), 2034 West 12th Ave., Vancouver 9, B.C. WTD 1/72.

Heating apparatus, plumbing fixtures

34330—CANADA—Stokers, ovens for municipal incineration. Adam Clark Co. Ltd. (plumbing contractors), P.O. Box 40, Station "E", Hamilton 15, Ontario. WTD in prep.

34336—GERMANY—Solar cells. Direct purchase & agency. Uni-Office GmbH (importer, dist., agent), 22 Stephanienstrasse, 4 Duesseldorf. WTD in prep.

Fabricated structural metal products

● **34400—COLOMBIA**—Design, manufacture, supply, transportation, labor, installation, tests and start up for the enlargement of the Thermo-electric Station of Paipa, for a minimum capacity of 66 MW of one or two units. The requirement is for turnkey and the bidders must be willing to finance up to 80% of the total cost, broken down as follows: a) a boiler with its auxiliary equipment and, b) a turbo-generator, its auxiliary equipment and a connecting substation. Tender 25A-001, bid deadline 3:00 P.M. March 20. Specifications may be examined and purchased from the Instituto Colombiano de Energia Electrica, Carrera 13 No. 27-00, office 314, Bogota, Colombia, for 4,000 pesos Colombian currency, first copy and 1,500 pesos each additional copy. The current official rate of exchange is approximately 22 pesos equal $1 (dollar). All bidders must submit a Seriousness Guarantee Bond up to $500,000. These Bonds are valid for 180 days as of the closing date of the Tender.

34413—ICELAND—Ocean shipping containers of metal, wood or plastic, 20 ft. in length. Iceland Steamship Co. Ltd., Attn: V. E. Maack (shipping line), Posthusstraeti 2, P.O. Box 220. WTD 7/71.

34430—CANADA—Cooling towers, precipitators for municipal incineration. Adam Clark Co. Ltd. (plumbing contractors), P.O. Box 40, Station "E", Hamilton, Ontario. WTD in prep.

34432—BELGIUM—Piling steel, 5 to 6,000 tons type Larssen nos 2, 3, and 4. Prices c.i.f. Antwerp—delivery terms within 2 mos. Serfer Etablissements (importer), 45-47 Noordstraat, Veurne. WTD in prep.

34433—MALAYSIA—Full range of industrial boilers. United Motor Works (M) Sdn. Bhd. (importer, dist., retailer), Batu Tiga Industrial Estate, Shah Alam, Selangor. WTD 11/71.

34434—INDIA—Gas cylinders capacity 5.5 cu. mts. oxygen/or acetylene gas conforming to Indian Standards Institute specifications for mass filling by oxygen/acetylene plant. Bharat Steel Rolling Mills, Attn: Mr. V. T. Sangani (mfr.), Garedia Kuva Rd., Post Box No. 273, Rajkot, Gujarat. WTD in prep.

Screw machine products

34521 — SPAIN — Bolts, nuts, rivets, washers, other standard industrial fasteners. Sociedad Cooperadora de Almacenistas Reunidos Españoles, S.A. (importer, dist.), Avda. de la Albufera, 9, Madrid (18). WTD 1/72.

Metal stampings

34611—SPAIN—Kitchen utensils. Sociedad Cooperadora de Almacenistas Reunidos Españoles, S.A. (importer, dist.), Avda. de la Albufera, 9, Madrid (18). WTD 1/72.

Fabricated wire products

34811—MALAYSIA—Wire rope suitable for winches used on tractors. United Motor Works (M) Sdn. Bhd. (importer, dist., retailer), Batu Tiga Industrial Estate, Shah Alam, Selangor. WTD 11/71.

Fabricated metal products

● **34942 — JAPAN** — Hydraulic valves. Great Asian Molub-Alloy, Ltd. (importer, dist.), Attn: Mr. Kiichi Sano, V.P., Shimojo Bldg., 7 Rokuban-cho, Chiyoda-ku, Tokyo. WTD in prep.

34980—GERMANY—Sanitary and heating installations. Direct purchase & agency. Caspar & Co. (importer, dist., mfr.), Dresdener Strasse, 51 Aachen. WTD 2/72.

Engines, turbines

● **35100—PANAMA**—Supply and installation of Electrical Equipment for 115 kv, 13.8 kv, 4.16 kv and low voltage. One 3-phase, 115/13.8 kv, 52,000 kva, 60 cycle; one 3-phase, 13.8/4. 16 kv, 4,000 kva, 60 cycle; two low voltage transformers, 4.16/0. 48, 1,000 kva, 60 cycle transformers. Bid No. 306, deadline April 24. To be installed at Las Minas Thermoelectric Plant project which has IBRD financing. Documents and further information can be obtained at IRHE Headquarters (Box 5285, Panama 5, R.P.) or from Stone & Webster Engineers, 90 Broad Street, New York City or Panamanian Embassy in Washington, D.C.

35110—LIBYA—Diesel turbines. Adeco—African Development & Engineering Co. (importer, construction engineers), 35 Bandong St., P.O. Box 2390, Tripoli. WTD in prep.

35191—SWEDEN—Gasoline engines for manufacture of sweeping machines. Öhrn & Co. Mek. Verkstad (importer, mfr., exporter), Mynthusgatan 35, S-532 00 Skara. WTD 2/72.

Farm machinery

● **35200—KOREA**—Wheel tractors, tillers, threshers, dryers, etc. Tender No. IBRA/L-72005-PII; bid deadline March 28. Contact Korean Consulate General, New York, Attn: Procurement Officer, 9 East 80th St., New York, N.Y. 10021 ★(212 879-8899).

35224—AFGHANISTAN—Farm machinery, equipment such as plows, tractors, etc. Akbar Export-Import Co., Ltd. (importer, dist., agent), P.O. Box 412, Kabul. WTD 2/72.

Construction, mining, materials handling machinery, equipment

● **35300—GREECE** — Casing tubes: 40,000 meters of 10 inch inside diameter, 20,000 meters of 12 inch inside diameter, steel screens and special screens. Tender No. 4/19/72; bid deadline March 20. Contact Ministry of National Economy, Commerce Dept., 4th Directorate of State Purchases, 75 Solonos Street, Athens. Specifications available on short term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-5593).

● **35300—GREECE**—Ten rotary, truck-mounted drilling rigs of the all hydraulic type. Tender No. 4/17/72; bid deadline March 13. Contact Ministry of National Economy, Commerce Dept. 4th Directorate of State Purchases, 75 Solonos St., Athens. Specifications available on a short term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-5593).

35310 — AFGHANISTAN — Road construction, maintenance machinery. Akbar Export-Import Co., Ltd. (importer, dist., agent), P.O. Box 412, Kabul. WTD 2/72.

35314—SPAIN—Power cranes, draglines, shovels, parts. Metalúrgica Saguntina (importer, dist., mfr.), Carretera del Puerto, A y B, Sagunto, Valencia. WTD 1/72.

35316—SPAIN — Mixers, pavers, related equipment. Metalúrgica Saguntina (importer, dist., mfr.), Carretera del Puerto, A y B, Sagunto, Valencia. WTD 1/72.

35317 — SPAIN — Scrapers, graders, rollers, etc. Metalúrgica Saguntina (importer, dist., mfr.), Carretera del Puerto, A y B, Sagunto, Valencia. WTD 1/72.

35320 — MALAYSIA — Equipment for limestone quarries including crushers, conveyor systems. United Motor Works (M) Sdn. Bhd. (importer, dist., retailer), Batu Tiga Industrial Estate, Shah Alam, Selangor. WTD 11/71.

35320—THAILAND — Machinery and equipment for fluorspar dressing. Machinery should be able to upgrade 30% CaF into acid grade with capacity of 50-100 metric tons an hr.; electronic selecting machinery for antimony, scheelite, wolfram. Tovivattana Trading Ltd. Partnership (importer, dist.), 19 Omsin Sena 1, Ekamai, Sukhumvit 63, Bangkok. WTD in prep.

Metalworking machinery

● **35400 — PAKISTAN** — Portable pneumatic tools and pulley blocks, including: eight riveting hammers and 2 rivet busters for up to 1¼" dia. rivets, two heavy duty drills-capacity up to 1¼" dia., and 10 pulley blocks for wire rope. Tender No. PR 1/71/BR/5, bid deadline March 20, West Pakistan Railway Board, PWR Headquarters (Room No. 19), Empress Road; Tahore. Tender copies are available from the above address for approximately $6.40 plus $1.00 airmail postage, per copy.

35420 — MEXICO — Industrial sewing needle (stainless steel) making machine. Sr. Juan Pozas Textiles Monterrey, S.A. (dist., mfr.), c/o. Fabricas Medalla De Oro, S.A. Garibaldi Sur 437, Apartado Postal 1009, Monterrey, Nuevo León. WTD 7/71.

35423—PHILIPPINES — Metalworking machinery. Ricton Import Export Corp., Attn: Ricardo Ty (importer, dist.), 506 Federation Center Bldg., Muelle de Binondo St., Manila. WTD 6/71.

35452 — GERMANY — Multiturn dials. Direct purchase & agency. Uni-Office GmbH (importer, dist., agent), 22 Stephanienstrasse, 4 Duesseldorf. WTD in prep.

35482—GERMANY—Tools, hand, power driven, parts, attachments, also "do it yourself" types and all kinds of garden tools. Prices c.i.f. European ports. Direct purchase and/or agency. Gerhard Borchert (importer, dist., agent), 2 a Ehringhausen, 563 Remscheid. WTD 2/72.

35484—FRANCE—Automotive maintenance equipment for passenger cars, trucks. Direct purchase & agency. M.K.B. Distribution (agent), 26, rue Dagobert, 92-Clichy. WTD 11/71.

35484—SPAIN—Automotive maintenance equipment, such as motor analyzers, wheel balancers, sparkplug cleaners, wheel spinners, frame straighteners, other similar equipment. Exclusive representation. Distribuidora Emanuel, S.A. (importer, dist.), Avda. de América, 35, Madrid (2). WTD 2/72.

35485 — TURKEY — Brass rivet making machinery for rivets to be used with brake linings manufactured by firm. Approximate annual capacity: 100-200 tons rivets. Asbest Endustri A.S. (mfr.), Ankara Asfalti, Yakacik Sapagi No. 17, Kartal, Istanbul. WTD in prep.

Special industry machinery

● **35500 — JAPAN** — Non-polluting disposal equipment for worn out bowling balls and automobile tires. Contact Mr. Kenzo Nishioka, Trading Dept., Tomita Co., Ltd., No. 3-10, 8-chome, Ginza, Chuo-Ku, Tokyo. WTD in prep.

● **35500—UNITED ARAB REPUBLIC**—Air separation plant at Alexandria. Tender No. 1/71; bid deadline March 15. Contact the General Organization for Industrialization, 6, Khalil Agha Street, Garden City, Cairo. Copies of the tender conditions and specifications are available for sale at the Purchasing Dept. for the sum of Twenty Egyptian Pounds each (L.E. 20) excluding mail fees.

35531—MEXICO—Complete set of used equipment machinery to manufacture plywood with following specifications: 48" x 96" with a ⅛" and ¼" thick; production capacity of 800-1000 sheets per 8 hr. shift. Correspondence requested in Spanish. Fabricacion de Muebles, S.A. Sr. Octavio Elizondo N., Mgr. (importer, mfr.), Hidalgo Pte. 260, Int., Monterrey, N.L. WTD in prep.

35532—MALAYSIA—Wood working machines include band saws, saws, other equipment. United Motor Works (M) Sdn. Bhd. (importer, dist., retailer), Batu Tiga Industrial Estate, Shah Alam, Selangor. WTD 11/71.

35552 — CANADA — Paper cutting machines used in printing industry. J. Paul Becker, Holdwire (Canada) Ltd. (importer, dist.), 82 Hymus Blvd., Pointe Claire 730, Quebec. WTD in prep.

35593 — KOREA — Button making machine to produce 10 different sizes of buttons, ranging from 18 lines to 50 lines in various figures. Brochures, c&f/Inchon, f.o.b. quotations requested. Specifications available from International Business Opportunities, BDC-584, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. Sung Jin Co., Ltd., Attn: Kim Un-kwang (ROK military supplier), 442 Amsa-dong, Songdong-ku, Seoul. WTD in prep.

35593—MEXICO—New or completely reconditioned machinery for production of plastic bottles from PVC; especially interested in manufacturing bottles capable of resisting high pressure. If possible would like machinery to be capable of also working with bio-degradable plastics. Desire technical assistance in setting up any actual production machinery purchased. Possibly interested in joint venture. Ing. Ovidio Espinoza (mfr., (proposed)), Calzada del Valle #1 Ote. Colonia del Valle, Garza García, Nuevo León. WTD in prep.

35593—PHILIPPINES — Plastic molding machinery. Ricton Import Export Corp., Attn: Ricardo Ty (importer, dist.), 506 Federation Center Bldg., Muelle de Binondo St., Manila. WTD 6/71.

35595—JAMAICA—Concrete pipe molds —1 ft. to 6 ft. diameter; paving slab makers—1 ft. to 3 ft. sq.; curb block makers—36 in. by 10 in. by 5 in. 50 cycle, 3 phase, 220 volts. Brochures, prices c.i.f. Kingston. Byrd Cement Products Ltd., Attn: Cecil Byrd (mfr.), 79 Mountain View Ave., Kingston 2. WTD in prep.

General industrial machinery

● **35600—BOLIVIA** — Forty-eight drill hole borers, four pneumatic drilling hammers, and two compressors 250 cubic feet. Tender No. 1/72; bid deadline March 20. Contact Comite Departamental de Desarrollo, y Obras Publicas de Chuquisaco, Casilla 179, Sucre. Correspondence preferred in Spanish. Specifications can be obtained at the above address upon payment of $b 100 (approximately $8.50 U.S.)

● **35600—GREECE**—Four hundred and fifty pumping units made up of vertical turbine pumps, water-lubricated and constructed under the U.S. Standard ASA B58.1-1961. The pumps will be coupled with an electric motor provided with a vertical hollow shaft. Tender No. 4/20/72; bid deadline March 20. Contact Ministry of National Economy, Dept. of Commerce, General Directorate of Supplies, 4th Directorate of State Purchases, 75 Solonos St., Athens. Specifications available on a short term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-5593).

● **35600—IRELAND**—Supply, delivery, erection, start-up and maintenance of 2 x 250 MW extension cooling water pumps at Tarbert Generating Station. Tender No. B/D71/127/P/BAPL; bid deadline April 4. Contact Chief Project Engineer, Electricity Supply Board, Lower Fitzwilliam Street, Dublin 2. Specifications available on a short term loan basis to firms domiciled in the U.S. from the General Industries Division, BDC-772, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-5593).

35642—NETHERLANDS—Air filters for exhaust air purification in plants, laboratories, hospitals. Direct purchase and/or agency. Device for decontamination of exhaust air containing A.U. virus (Australia Antigene, Serum Hepatitus). N.V. Technisch Bureau Beuker, Attn: W. J. Beuker, Gen. Mgr. (importer, dist., exporter installation bureau), 524 Keizersgracht, Amsterdam. WTD 7/71.

35690—INDIA—Oxygen plant capacity 70 to 100 cu. mts. per hr.; acetylene gas plant capacity 20 or 25 cu. mts. per hr. Bharat Steel Rolling Mills, Attn: Mr. V. T. Sangani (mfr.), Garedia Kuva Rd., Post Box No. 273, Rajkot, Gujarat. WTD in prep.

● **35690 — JAPAN** — Hydraulic filters; lubricating equipment. Great Asian Molub-Alloy, Ltd. (importer, dist.), Attn: Mr. Kiichi Sano, V.P., Shimojo Bldg., 7 Rokuban-cho, Chiyoda-ku, Tokyo. WTD in prep.

Office, computing, accounting machines

35741—VENEZUELA—Electronic calculating machines for office use; any new office machines in the market. Direct purchase & agency. Raymond Reuland, S.A. (importer, mfr., agent), Av. 4 N° 86-54, and Apartado 576, Maracaibo, Edo Zulia. WTD 1/71.

35790—ARGENTINE—Time clocks or time recording devices to record arrival, departure of personnel. Recording should use, if possible, magnetic tapes. Centro de Computación de Datos S.A. (computing programing service), Cangallo 315 piso 1°, of. 104, Buenos Aires. WTD 10/71.

Service industry machines

35820—TAIWAN—Pressing, drying machines for clothing manufacturers—a complete set for production up to 500 sackcoats per 8 working hrs. with technical services including installation, training of technicians, etc. La Mode Ideals, Inc. (mfr.), 44, Lane 159, Lin Sen N. Road, Taipei 104. WTD in prep.

35851—YUGOSLAVIA—Air conditioning of radio-television center. Specifications may be obtained at below address until April 26, 1972, against payment of 5,000 ND deposit ($295), which will be returned after bid submitted. If bid not submitted, deposit forfeited. Deadline Monday, May 8, 9 a.m., personally or by registered mail. Radio-televizija Ljubljana Biro za gradnje, Cufarjeva Ulica, 61000 Ljubljana.

35853—ZAMBIA—Machine to manufacture all sorts, sizes of ice blocks. Cold Storage Board of Zambia (dist., mfr.), P.O. Box 1915, Lusaka. WTD in prep.

35892—NETHERLANDS — Equipment for treatment of waste water and sewage in factories, laboratories, hospitals. Direct purchase and/or agency. N.V. Technisch Bureau Beuker, Attn: W. J. Beuker, Gen. Mgr. (importer, dist., exporter/installation bureau), 524 Keizersgracht, Amsterdam. WTD 7/71.

Machinery

● **35992—JAPAN**—Metal oil seals, packings. Great Asian Molub-Alloy, Ltd. (importer, dist.), Attn: Mr. Kiichi Sano, V.P., Shimojo Bldg., 7 Rokuban-cho, Chiyoda-ku, Tokyo. WTD in prep.

Electric transmission, distribution

● **36100—THAILAND**—Supply of 350 sets of KVAR-hours demand meters. Tender No. MEA-PSD-272, bid deadline March 17. Invited by the Purchases & Stores Department, Metropolitan Electricity Authority, 121 Chakpet Road, Bangkok 2, Thailand. Terms and specifications available on short term loan basis from the Business, Photographic and Scientific Equipment Division, BDC-708, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-2939).

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

20520 — CANADA — Packaged crackers, packaged cookies. Peter Pan Sales, Ltd. (importer, dist., agent), Attn: James G. Spurrell, P.O. Box 1238, St. John's, Nfld. WTD 4/71.

35531—VIET NAM — Machinery, equipment for plywood plant; Annual production estimated 1.6 million panels of sizes averaging 4′ x 8′ x 1/8″. Specifications available from International Business Opportunities, BDC-584, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. Quotations c.i.f. & freight Saigon indicated separately. Catalogs, descriptive literature requested. Cong Ty Phat Trien Kinh Te Hau Chien (importer, dist., mfr.), 362/7 Hai Ba Trung, Saigon. WTD in prep.

36111 — GERMANY — Expanded scale meters. Direct purchase & agency. Uni-Office GmbH (importer, dist., agent), 22 Stephanienstrasse, 4 Duesseldorf. WTD in prep.

36112 — GERMANY — Deviation voltmeters. Direct purchase & agency. Uni-office GmbH (importer, dist., agent), 22 Stephanienstrasse, 4 Duesseldorf. WTD in prep.

36133—GERMANY — Switches. Direct purchase & agency. Uni-Office GmbH (importer, dist., agent), 22 Stephanienstrasse, 4 Duesseldorf. WTD in prep.

Electrical industrial apparatus

● **36200—HONDURAS**—Diesel Generator plant, consisting of four (4) diesel-electric generator units with a total generating capacity of between 20,000-28,000 kw, complete with voltage transformers, controls, cooling tower, engine room, and other necessary additional equipment for operation of the V Electrification Project. Tender No. E-V-101, bid deadline 4:00 p.m. March 17. Empresa Nacional de Energia Electrica, Apertado Postal No. 99, Tegucigolpa, D.C.

36211—MALAYSIA — Electric motors, fractional horse power motors to 300 h.p.; must include accessories, i.e. full range of switch gears, supporting equipment. United Motor Works (M) Sdn. Bhd. (importer, dist., retailer), Batu Tiga Industrial Estate, Shah Alam, Selangor. WTD 11/71.

36212—SWITZERLAND—Electrical motors for floor sanding machines. 1½-2 h.p. 50 cycles, 220 volts, single phase. Derendinger und Schmidli (importer, dist.), Freiburgstrasse 574, 3172 Niederwangen. WTD 12/70.

● **36232 — JAPAN** — Electric welding electrodes of cast iron and chilled iron. Great Asian Molub-Alloy, Ltd. (importer, dist.), Attn: Mr. Kiichi Sano, V.P., Shimojo Bldg., 7 Rokuban-cho, Chiyoda-ku, Tokyo. WTD in prep.

36292 — CZECHOSLOVAKIA — Pulse chargers of Ni-Cd traction batteries; speed chargers of lead traction batteries, 80-100 V, capacity 300 Ah and changing time lower than 5 hrs. For initial test operations enterprise needs several dozens of above mentioned chargers; later intends to purchase several hundreds of pieces. Research and Development Institute of Electric Rotary Machines, Ing. J. Londin, dir., Mostecka 26, Brno 2.

Household appliances

36340 — AFGHANISTAN — Household electrical appliances 220-V. Akbar Export-Import Co., Ltd. (importer, dist., agent), P.O. Box 412, Kabul. WTD 2/72.

36360—TAIWAN—Industrial sewing machinery for clothing manufacturers, complete set for production up to 500 sackcoats per 8 working hrs. with technical services including installation, training of technicians, etc. La Mode Ideale, Inc. (mfr.), 44, Lane 159, Lin Sen N. Road, Taipei 104. WTD in prep.

36393—SOUTH AFRICA—Small portable meat grinders for household use. Columbit (Pty.) Ltd. (importer, dist.), P.O. Box 2737, Cape Town, Cape Province. WTD 11/70.

Electric lighting, wiring equipment

36427—MALAYSIA—Lighting fixtures; incandescent, fluorescent. Sharikat Daylite Letrik (dist., agent), 78 Jalan Ipoh, Kuala Lumpur. WTD in prep.

36430—CANADA—Pole, transmission-line hardware. Advance Industries Ltd. (dist., mfr., exporter), 2034 West 12th Ave., Vancouver 9, B.C. WTD 1/72.

36430—FRANCE—Plugs. Radio Claude (importer, dist., retailer), 57, rue de Rome, Paris 9e. WTD in prep.

36430—GERMANY—High frequency coaxial connectors. Direct purchase & agency. Uni-Office GmbH (importer, dist., agent), 22 Stephanienstrasse, 4 Duesseldorf. WTD in prep.

Radio, television receiving sets

36511—FRANCE—Transistor portable radio receivers. Radio Claude (importer, dist., retailer), 57, rue de Rome, Paris 9e. WTD in prep.

36514—FRANCE—Record players; cassette-type tape recorders, particularly for Hi-Fi equipment. Radio Claude (importer, dist., retailer), 57, rue de Rome, Paris 9e. WTD in prep.

36515 — FRANCE — Microphones, loudspeakers and other components for electronic consumer goods, particularly for Hi-Fi equipment. Radio Claude (importer, dist., retailer), 57, rue de Rome, Paris 9e. WTD in prep.

Communication equipment

36620 — GERMANY — Receiver-transmitter equipment. Prices c.i.f. European ports. Direct purchase & agency. TIG Technische Industrieprodukte GmbH. (importer), 20 Graf-Zeppelinstrasse, 503 Porz Grengel. WTD 2/72.

36621 — TAIWAN — Marine electronic communication equipment—Loran receivers. Shen Feng Co., Ltd. (importer, dist., agent), 447 Kuang Fu South Rd., Taipei 105. WTD in prep.

36623—TAIWAN—Marine electric signal systems. Shen Feng Co., Ltd. (importer, dist., agent), 447 Kuang Fu South Rd., Taipei 105. WTD in prep.

36624 — TAIWAN — Electronic navigational aids. Shen Feng Co., Ltd. (importer, dist., agent), 447 Kuang Fu South Rd., Taipei 105. WTD in prep.

36625—TAIWAN—Marine radars. Shen Feng Co., Ltd. (importer, dist., agent), 447 Kuang Fu South Rd., Taipei 105. WTD in prep.

Electronic components, accessories

36730 — FRANCE — Electronic tubes. Radio Claude (importer, dist., retailer), 57, rue de Rome, Paris 9e. WTD in prep.

36742 — FRANCE — Transitors. Radio Claude (importer, dist., retailer), 57, rue de Rome, Paris 9e. WTD in prep.

36792—GERMANY—Ceramic capacitors. Direct purchase & agency. Uni-Office GmbH (importer, dist., agent), 22 Stephanienstrasse, 4 Duesseldorf. Dr. J. Neeter, Mgr. WTD in prep.

36795 — FRANCE — Magnetic recording tapes for Hi-Fi equipment. Radio Claude (importer, dist., retailer), 57, rue de Rome, Paris 9e. WTD in prep.

36795 — GERMANY — Electronic instruments, miniature motors, relays, blowers, fans. Direct purchase & agency. Uni-Office GmbH (importer, dist., agent), 22 Stephanienstrasse, 4 Duesseldorf. Dr. J. Neeter, Mgr. WTD in prep.

Electrical machinery, equipment, supplies

36912—CZECHOSLOVAKIA — Traction batteries for electromobiles. Enterprise needs small quantity for testing operations; later intends to purchase several hundreds of pieces. Research & Development Institute of Electric Rotary Machines, Ing. J. Londin, Dir., Machines, Mostecka 26, Brno 2.

Motor vehicles, equipment

37110—ICELAND—Military, other surplus vehicles, cycles. Haraldur Arnason heildverzlun h/f (importer, dist.), Hamarshus v/Tryggvagotu, Reykjavik. WTD in prep.

37113—PAKISTAN—30 used or reconditioned buses (50 to 60 seat) and 12 to 15 microbuses (12 to 20 seat) heated, air-conditioned, equipped with radio or music equipment for direct purchase. Firm would be interested in service contract arrangement with U.S. party. In addition, 50 city buses (50 to 60 seat) and 50 microbuses (12 to 20 seat) for indent sales. Iron Man Corp. (importer), 306-311, Al-Hayat Chambers, Near Plaza Cinema, M.A. Jinnah Rd., Karachi-3. WTD 2/72.

37141—COLOMBIA—Spare parts, accessories for motor vehicles. Villamil & Cia. Ltda., Attn: Guillermo Villamil-Marquez, Mgr. (importer, dist., retailer), Avenida Caracas No. 1-C-46, Apartado Aereo 18121, Bogota. WTD 1/72.

37141—GERMANY—All kinds of standardized motor vehicle replacement parts, accessories for passenger cars. Direct purchase & agency. A. u. M. Doelling K. G. (importer, dist.), Giessener Str. 42, 6303 Hungen/Hessen. WTD 2/72.

37141 — TAIWAN — Brake linings for rear wheels of old style Dodge 10-wheel truck, size 5/16" x 4" x 16". Liu Lung-fa Trading Co. (importer, exporter), 65 Ai-2 Road, Keelung 200. WTD in prep.

Ship building, repairing

37313—PORTUGAL — Passenger ships, hydrofoil type. Argibay—Soc. de Construções Navais e Mecanicas, SARL. (importer, mfr.), Rua Castilho 90 r/c Dto., Lisbon 1. WTD in prep.

37322 — SURINAM — Aluminum sport fishing boats preferably less than 100 kilograms total weight; 14 ft. in length; freeboard of at least 18 ins. unloaded in fresh water; modified V hull; foam flotation; rated for 20 hp outboard engine; about 400 kilograms rated load capacity. Henk Jan Van der Voet (importer, agent, retailer), P.O. Box 2176, Wonglaan 13, Paramaribo Zuid. WTD in prep.

Railroad equipment

● **37400—NEW ZEALAND**—Supply of 85 bottom discharge ballast cars. Tender No. S.71/682/20; bid deadline March 22. Tender documents available from New Zealand Embassy, Washington, D.C.

● **37400—TAIPEI**—Supply of 130 covered hopper cars for granular bulk cargo. Bid deadline March 24. Tender No. IB2B-4032(C). Central Trust of China, Purchasing Department, 49 Wuchang St., Sec. 1, Taipei. Global tender with financing by IBRD loan. Copy of tender documents is available for review in Transportation Equipment Division, Bureau of Domestic Commerce, Room 1118 Main Bldg., Department of Commerce, 14th St. and Constitution Ave., N.W., Washington, D.C. 20230, ★(202-967-3296).

Engineering, laboratory, scientific, research instruments

38112—GERMANY—Laboratory, pharmacy equipment; hospital equipment. Direct purchase & agency. Caspar & Co. (importer, dist., mfr.), Dresdener Strasse, 51 Aachen. WTD 2/72.

Optical instruments, lenses

● **38300—ARGENTINA**—Supply of binocular fluorescent microscope; research binocular microscope; PH/MV digital measuring unit; liquid scintillation spectrometer; and more. Bid deadline March 21. Tender documents available free from the Argentine Institute for Agricultural Technology (INTA), Rivadavia 1439, Buenos Aires, Argentina.

Surgical, medical, dental instruments

38410 — COLOMBIA — Surgical, medical instruments. Servicios Tecnicos Hospitalarios Ltda. "Hospitalica," Attn: Dr. Carlos Gonzales-Silva, Mgr. (importer, dist., mfr.), Carrera 66 No. 13-71, Apartado Aereo 24895, Bogota. WTD 12/71.

38420—NORWAY — Protective air-fed helmets, hoods with filters for sand-blasting. Direct purchase & agency. Rich. Steen & Sønn A/S (importer, agent), Akersgaten 5, Oslo 1. WTD in prep.

Ophthalmic goods

38510—SOUTH AFRICA—Metal, plastic spectacle frames: sell outs/close outs, other than regular priced stock. Direct purchase & agency. Interwol (Pty.) Ltd. (importer, dist.), 5th Floor, Balfour House, 13 St. George's St., Cape Town (P.O. Box 4175), Cape Province. WTD 1/72.

Photographic equipment, supplies

38610 — PHILIPPINES — Graphic arts films, thin base .0035; ester base .004 (20 x 24 in.). Rolinda Trading, Attn: Roberto Chan, Asst. Gen. Mgr. (importer), 1875 F. B. Harrison St., Pasay City, P.O. Box 1302, Commercial Center, Makati, Rizal. WTD in prep.

Toys, amusement, sporting goods

39490—ICELAND—Military, other surplus fishing, sporting equipment. Haraldur Arnason heildverzlun h/f (importer, dist.), Hamarshus v/Tryggvagotu, Reykjavik. WTD in prep.

39493 — ITALY — Gymnasium, health, exercising equipment; abdominal hump boards, twist-aways, swivelators, high rollers, facial machines, joggers or road-runners, sitting calf machines, health riders, Roman sleds, dynamic-gym, trim-line devices. Ginnic-Pretty Club (importer, health club), Corso Francia 104, 10138 Torino. WTD in prep.

Costume jewelry, novelties, buttons, notions

39630—KOREA—One yr. supply of button blanks to manufacture uniform buttons for estimated 600,000 ROK Armed Forces personnel in OD, black, blue colors; button molds to produce 10 different sizes of buttons, ranging from 18 to 50 lines in various figures. Specifications available from International Business Opportunities, BDC-584, Rm. 4813, U.S. Dept. of Commerce, Washington, D.C. 20230. Refer to U.S. Armed Forces uniform button specifications. Requests brochures c&f/Inchon, f.o.b. quotations. Sung Jin Co., Ltd., Attn: Kim, Un-kwang (ROK Military supplier), 442 Amsa-dong, Songdong-ku, Seoul. WTD in prep.

39630—ZAMBIA—Button moulds. Foam Plastics Ltd., Attn: R. G. Wright. (importer, mfr., retailer), P.O. Box 1686, Kitwe. WTD in prep. Request and Form sent.

Motion picture production, distribution

78130 — PAKISTAN — 16 MM Educational/Instructional films on following subjects: electrical engineering; mechanical engineering; electricity generation, supply and distribution; secretarial practice. Desires catalogs, quotations. KESC Training Centre (importer), 42/1-K6, P.E.C.H.S., Karachi-29. WTD in prep.

Hamburg Maintains New York Office For Business Contacts

In addition to U.S. offices of foreign nations listed in the Nov. 1, 1971 issue of *Commerce Today*, a representative of the German City of Hamburg fosters contacts with American firms which are contemplating establishing operations in German or European markets. Services rendered include assistance in licensing, joint ventures, acquisitions and financing. The office also promotes closer contact with Hamburg firms seeking investment opportunities in the United States.

The address of the Office of the Representative of the Free and Hanseatic City of Hamburg is the 82nd Floor, 350 Fifth Ave., New York 10001 (212-565-5281).

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Ammunition

19292—THAILAND—Automatic ammunition reloading machines. Requests catalogs, export price list. Hiap Hong Co., Ltd. (importer, dist., agent), 47 Nakorn Kasem Rd., off New Rd., Bangkok. WTD 11/71.

Meat products

20110—DOMINICA—Canned meats, all kinds. Marie Dechaussey (importer, dist., agent), 25 Kennedy Ave., Roseau. WTD 10/71.

Dairy products

20233—CANADA—Edible grade of lactose suitable for infant food manufacturers to be marketed either on commission basis or as exclusive distributors. Mr. Fern Corbeil, Patteson & Corbeil Inc. (importer, dist., agent), Suite C-611, Havre des Iles, Laval, Quebec. WTD in prep.

Canning, preserving foods

20310—MALAYSIA—1st grade Mexican abalones, canned. S. J. Low Bros. & Co. Pte. Ltd. (agent), 80-C Jalan Rodger 3rd floor, P.O. Box 528, Kuala Lumpur. WTD in prep.

20332—MALAYSIA—Young sweet corn, canned; asparagus, canned. S. J. Low Bros. & Co. Pte. Ltd. 80-C Jalan Rodger 3rd floor, P.O. Box 528, Kuala Lumpur. WTD in prep.

Bakery products

20521—FRANCE—Crackers. Ergel (importer, dist., mfr.), Bassevelle, 77-Saint-Cyr-sur-Morin. WTD in prep.

Broad woven fabric mills, cotton

22110—FRANCE—Cotton velvet, plain and corduroy; cotton sateens, denims. Victor Meimoun (agent), 5, rue d'Argentine, 75-Paris 16e. WTD 1/72.

22110—THAILAND—Baby blankets. Requests catalogs, export price list. Khazan Singh Awtar Singh (Jaspal Store) (importer, dist., retailer), 324 Phahurat Rd., Bangkok. WTD 2/70.

22114—FRANCE — Towels, bath-towels. Victor Meimoun (agent), 5, rue d'Argentine, 75-Paris 16e. WTD 1/72.

22118—FRANCE — Plain and printed cotton sheets. Victor Meimoun (agent), 5, rue d'Argentine, 75-Paris 16e. WTD 1/72

Broad woven fabric mills, manmade fiber, silk

22214—FRANCE—Polyester/wool, polyester/rayon material for manufacture of men's, women's clothing; sheets in polyester/cotton material; polyester/cotton material for manufacturing men's shirts. Victor Meimoun (agent), 5, rue d'Argentine, 75-Paris 16e. WTD 1/72.

22218—FRANCE—Plain and printed nylon material for manufacture of dressing-gowns, ski-jackets. Victor Meimoun (agent), 5, rue d'Argentine, 75-Paris 16e. WTD 1/72.

Floor covering mills, products

22710—FRANCE—Woven textile fiber carpets, rugs. G. Fischer & Ses Fils (importer, dist.), 13, rue Trousseau, 75-Paris 2e. WTD in prep.

22720—FRANCE—Tufted carpets, rugs. G. Fischer & Ses Fils (importer, dist.), 13, rue Trousseau, 75-Paris 2e. WTD in prep.

22790—FRANCE — Synthetic textile carpets, rugs. G. Fischer & Ses Fils (importer, dist.), 13, rue Trousseau, 75-Paris 2e. WTD in prep.

Women's, misses', children's infants' under garments

23410—THAILAND — Baby garments. Requests catalogs, export price list. Khazan Singh Awtar Singh (Jaspal Store) (importer, dist., retailer), 324 Phahurat Rd., Bangkok. WTD 2/70.

Apparel, accessories

23840—SWITZERLAND — Terrycloth articles; beach, lounge wear, novelties only. Tilco AG, Attn: R.E. Ruckstuhl (agent), St. Leonhardstrasse 31, 9000 St. Gallen. WTD 2/72.

Fabricated textile products

23920—FRANCE—Damask linen tablecloths, napkins, white or color. Victor Meimoun (agent), 5, rue d'Argentine, 75-Paris 16e. WTD 1/72.

23920—SWITZERLAND—Textile housefurnishings, such as tablecloths, napkins, towels, bedsheets, bedspreads, terrycloth articles, including beach, lounge wear, bathroom accessories, novelties only. Tilco AG, Attn: R.E. Ruckstuhl (agent), St. Leonhardstrasse 31, 9000 St. Gallen. WTD 2/72.

Paper mills

26215 — TAIWAN — Drafting papers. Chih Sheng Trading Co., Ltd. (importer, dist.), 220-11 Chi-hsien 2nd Rd., Kaohsiung 800. WTD in prep.

Converted paper, paperboard items

26491—TAIWAN—Stationery products. Chih Sheng Trading Co., Ltd. (importer, dist.), 220-11 Chi-hsien 2nd Rd., Kaohsiung 800. WTD in prep.

Industrial chemicals

28180—SWITZERLAND—Specialty industrial organic chemicals for paper and pulp, plastics, textile, chemical, rubber, paint processing industries. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: H. Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

28183—SPAIN—Synthetic organic chemicals for cosmetics. Quimigranel, S. A. (importer, dist.), Paseo de la Zona Franca, 61-67, Barcelona (4). WTD 5/71.

28183—SWITZERLAND — Flavor, perfume materials, citric acid. Exclusive agency. Prochem AG (importer, dist., agent), Lagerstr. 33, P.O.B. 954, 8021 Zurich. WTD 2/72.

28185—SPAIN—Chemical solvents, organic. Quimigranel, S.A. (importer, dist.), Paseo de la Zona Franca, 61-67, Barcelona (4). WTD 5/71.

28185—SWITZERLAND—Organic flavor oil mixtures, blends. Exclusive agency. Prochem AG (importer, dist., agent), Lagerstr. 33, P.O.B. 954, 8021 Zurich. WTD 2/72.

28190—ARGENTINA—Lithium hydroxide, including lithium compounds. Antonio Llurba (agent), Portela 302, Buenos Aires. WTD in prep.

28190—SWITZERLAND — Specialty industrial inorganic chemicals for pulp, paper; rubber, plastics; lacquer, paint; textile, chemical industries. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: H. Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

Synthetic materials

28210—SWITZERLAND—Plastics materials, resins, all kinds, for plastics processing industries; anti-corrosion specialties; water, air pollution control plastics for industry. Adolf Schmids Erben AG., Abt. Vertretungen, Attn: Mr. H. Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

Drugs

28330—EGYPT — Medicinal chemicals, botanical products. Nile Co.-Trade & Export (importer, agent, consultants for foreign suppliers), P.O. Box 2227, 2 Sherif St., Cairo. WTD in prep.

28331—SPAIN—Synthetic organic medicinal chemicals in bulk; for pharmaceutical preparations, food preservation, feed supplements. Quimigranel, S.A. (importer, dist.), Paseo de la Zona Franca, 61-67, Barcelona (4). WTD 5/71.

28332—SPAIN — Inorganic medicinal chemicals, in bulk; for pharmaceutical preparations, food preservation, feed supplements. Quimigranel, S.A. (importer, dist.), Paseo de la Zona Franca, 61-67, Barcelona (4). WTD 5/71.

28332 — SWITZERLAND — Botanical drugs, naturally occurring vitamins, animal origin drugs, other organic and inorganic medicinal chemicals in bulk for human and veterinary use. Exclusive agency. Prochem AG (importer, dist., agent), Lagerstr. 33, P.O.B. 954, 8021 Zurich. WTD 2/72.

28340—SWITZERLAND — Pharmaceutical preparations of all kinds in form of tablets, suppositories, ampoules, capsules, powders etc. prescription-free, or with prescription, for human use only. Agpharm AG (dist., agent, retailer), Alpenquai 4, 6002 Luzern. WTD 5/71.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28421—MALAYSIA—Mosquito repellent. Sharikat C. P. Khong (importer, dist), 33 Tengkat Tong Shin, Kuala Lumpur. WTD in prep.

28423—MALAYSIA—All types of stain remover. Sharikat C. P. Khong (importer, dist.), 33 Tengkat Tong Shin, Kuala Lumpur. WTD in prep.

28430—SWITZERLAND — Surfactants,

surface active agents, finishes, chemical specialties for textile, paper, pulp, metalworking, plastics, plastics processing industries; incl. softeners and specialty chemicals preventing pollution of water and air in industrial plants and anti-corrosion products. Adolf Schmids Erben Ag, Abt. Vertretungen, Attn: H. Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

28440—MALAYSIA — Cosmetics, other toilet preparations for men, women. S. J. Low Bros. & Co. Pte. Ltd. (agent), 80-C Jalan Rodger 3rd floor, P.O. Box 528, Kuala Lumpur. WTD in prep.

Paints, varnishes, lacquers, enamels

28510—SWITZERLAND—Raw materials for paint, lacquer industry; advanced anti-corrosion surface preparations, novelty products for building trade. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: H. Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

28516—GERMANY—Protective coatings for construction industry. R. Avenarius & Co. (mfr.), 6535 Gau-Algesheim, Bahnhofstr. 22-24. WTD 2/72.

28516 — SWITZERLAND — Corrosion proof coatings for machinery, tubes, similar equipment for chemical, food industries. H & G. Meister AG, Attn: Mr. Fokas (dist., agent, retailer), Eugen-Huber-Strasse 11, 8048 Zurich. WTD in prep.

28518—GERMANY — Wood preservatives, especially fire-resistive agents. R. Avenarius & Co. (mfr.), 6535 Gau-Algesheim, Bahnhofstr. 22-24. WTD 2/72.

Agricultural chemicals

28790—COLOMBIA—Agricultural chemicals. Exclusive agency. Calimax Ltda., Attn: Mario Carvajalino-Arevalo, Mgr. (dist., retailer), Calle 17 No. 13-36, Apartado Aereo 4671, Bogota. WTD 1/72.

Chemical products

28911—CANADA—Glues used in corrugated carton industry. J. Paul Becker, Holdwire (Canada) Ltd. (importer, dist.), 82 Hymus Blvd., Pointe Claire 730, Quebec. WTD in prep.

28993—ITALY—Water treating chemicals for industrial plants. Italtecnica, S.p.A. (importer, dist., consulting engineer), Via Pompeo Neri 32, Rome. WTD 1/72.

28993—GERMANY—Systems, equipment for water pollution control. Prices c.i.f. European ports. Roehricht, Gerhard & Co. (importer, dist., agent), 94 Liebknechtstrasse, 42 Oberhausen. WTD 2/72.

28993 — SWITZERLAND — Advanced chemical preparations for textile, construction, paint, plastics, metalworking, pulp and paper industries, incl. concrete and floor hardening materials; insulation products; metal-treating compounds of nonoil bases; water treating compounds; waterproofing compounds of all kinds; other industrial chemical specialties including fluxes, plastic preparations. Adolf Schmids Erben Ag, Abt. Vertretungen, Attn: H. Leuzinger Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

Petroleum refining

29110—VIET NAM—Paraffin wax (135°-145°). Quotations c.i.f. and freight Saigon indicated separately. Catalogs, printed material requested. International Trade Agency (agent), 63-65 Ham Nghi (5th Floor), P.O. Box 2269, Saigon. WTD 12/71.

Paving, roofing materials

29510—SWITZERLAND—Paving, roofing mixtures of all kinds for building trade, specialties only, for industrial plants, large areas, parking lots etc. Adolf Schmids Erben Ag, Abt. Vertretungen, Attn: H. Leuzinger Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

Products of petroleum, coal

29920—FRANCE — Lubricating oils, greases for specific purposes. Raffinerie Aiglon-Société de Raffinerie des Corps Gras Aiglon (oil refiner), 60, ave. de la République, 93-Aubervilliers. WTD 12/71.

29920 — SWITZERLAND — Advanced lubricating oils, greases, including hydraulic fluids, quenching and cutting oils, liquid rust preventatives, anti-corrosion and pollution specialties, oils for metalworking, construction industry. Adolf Schmids Erben Ag., Abt. Vertretungen, Attn: Mr. Hans Leuzinger (dist., mfr., agent), Effingerstrasse 17. 3001 Bern. WTD 7/71.

Fabricated rubber products

30698—THAILAND—Baby rubber pads. Requests catalogs, export price list. Khazan Singh Awtar Singh (Jaspal Store) (importer, dist., retailer), 324 Phahurat Rd., Bangkok. WTD 2/70.

Steel mill products

33127—NETHERLANDS — Cold rolled steel in coils, especially mild, carbon & spring steels; Stainless steel, AISI 304 & 430 in sheets, strips, etc. Teneg Industrie Producten, Attn: A.T. van Gent, Mgr. (importer, agent), 3 Burg. Wijnenstraat, or P.O. Box 120, Waalwijk. WTD in prep.

33128—NETHERLANDS—Bright drawn steel bars, especially mild, carbon, steels with 10 to 65% carbon content; stainless steel, AISI 304 & 430 in bars, etc. Teneg Industrie Producten, Attn: A.T. van Gent, Mgr. (importer, agent), 3 Burg. Wiinenstraat, or P.O. Box 120, Waalwijk. WTD in prep.

33131—PAKISTAN — Ferromanganese, 75% to 78%, 3-in. to 8-in. Eastern Echo (importer, dist., agent), 85 Shahrah-e-Quaid-e-Azam, Lahore. WTD 2/72.

33133—PAKISTAN—Ferrosilicon, 75% to 78%, 3-inch to 8-inch. Eastern Echo (importer, dist., agent), 85 Shahrah-e-Quaid-e-Azam, Lahore, Pakistan. WTD 2/72

33151—NETHERLANDS — Steel wire, especially mild, galvanized & spring steels. Teneg Industrie Producten, Attn: A.T. van Gent, Mgr. (importer agent), 3 Burg. Wiinenstraat, or P.O. Box 120, Waalwijk. WTD in prep.

Cutlery, hand tools, general hardware

34291—CANADA—Motor vehicle hardware. J. Paul Becker, Holdwire (Canada) Ltd. (importer, dist.), 82 Hymus Blvd., Pointe Claire 730, Quebec. WTD in prep.

34294—CANADA—Builders' hardware. J. Paul Becker, Holdwire (Canada) Ltd. (importer, dist.), 82 Hymus Blvd., Pointe Claire 730, Quebec. WTD in prep.

34295—AUSTRALIA—Saddlery, harness hardware; especially mohair cordage for girths or cinches, for racing purposes. McLeod Simpson Agencies, Attn: Ken Simpson (importer, dist.), 121-125 Honour Ave., Chelmer, Queensland 4068. WTD 2/72.

Heating apparatus, plumbing fixtures

34336—SWITZERLAND—All kinds of novelty apparatus, equipment and appliances using LP propane or natural gas as power source or supply, with applications in automotive trade, in highway building and construction trade, in agriculture or for home (domestic) use. Kemag SA, Attn: Roland T. Kempf, Dir. (importer, dist.), 16 rue Bautte, 1201 Geneva. WTD 12/71.

Farm machinery

35228—NICARAGUA—Agricultural machinery for various uses, ox- or horse-driven only. Correspondence requested in Spanish. Comercial Internacional S.A. (importer, dist., agent), Apartado Postal 736, Managua. WTD 10/71.

35228—VIET NAM — Dryers, for use especially in rice milling. Quotations c.i.f. Saigon indicated separately. Catalogs, printed materials requested. International Trade Agency (agent), 63-65 Ham Nghi (5th Floor), P.O. Box 2269, Saigon. WTD 12/71.

Metalworking machinery

35484 — FRANCE — Automotive maintenance equipment. Société Fourni-Auto (importer, dist., agent), 116, rue Fondaudège, 33-Bordeaux. WTD 1/72.

35484 — SWITZERLAND — Small automotive maintenance tools, instruments, novelties only. Requests offers from manufacturers only. Auto-Ersatzteile AG (dist., agent), Bäckerstrasse 36/38, 8004 Zurich. WTD 12/71.

Special industry machinery

35513 — NETHERLANDS — Machinery for meat vacuum packaging; related machinery & equipment for meat processing industry. Exclusive representation for E.E.C. countries. Firma P. C. Moerman, Attn: M. C. D. Moerman, Gen. Mgr. (importer, dist./exporter, retailer), 79-81 Goudserijweg, Rotterdam-1. WTD 11/71.

35521 — FRANCE — False-twist machinery; printing machinery for textiles; finishing machinery for knitted pieces; machinery for non-woven fabrics. Euro Machines (mfr., agent), 37 à 45 rue Emile Zola, 69-Décines. WTD in prep.

35551—CANADA—Printing presses. J. Paul Becker, Holdwire (Canada) Ltd. (importer, dist.), 82 Hymus Blvd., Pointe Claire 730, Quebec. WTD in prep.

35590 — ITALY — Specialized plant and equipment, chemicals, technology for metal surface treatment. Reni Cirillo S.r.l. (mfr.), Via Amedeo d'Aosta 8, 20129 Milan. WTD 9/71.

35593 — SWITZERLAND — Advanced plastics working machinery, equipment, incl. compression and injection molding machines; extrusion machines, parts, accessories, control systems for plastics machinery. Thickness gauges, other measuring instruments of advanced techniques (i.e. isotope and ultrasonics) for plastic foil processing industry; equipment for pretreatment of plastic foils. Adolf Schmids Erben AF., Abt. Vertretungen, Attn: H. Leuzinger Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

35595 — PAKISTAN — Machinery for manufacturing matches, wooden stem, packed in boxes of 40 matches. Republic Engineering Corp. (importer, agent, engineer), 2nd Floor, Sunlight Bldg., Shahrah-e-Quaid-e-Azam, Lahore. WTD in prep.

35595—TAIWAN—Machinery, equipment for making semi-conductors. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Taipei 100. WTD in prep.

General industrial machinery

35660 — SWITZERLAND — High pressure, temperature and corrosion resisting joints, seating connections for chemical, food industries. H. & G. Meister AG, Attn: Mr. Fokas (dist., agent, retailer), Eugen-Huber-Strasse 11, 8048 Zurich. WTD in prep.

35611 — SWEDEN — Industrial pumps. Sonesson Pumpindustri AB (importer, mfr., agent), Box 5049, S-402 21 Göteborg 5. WTD in prep.

35611 — THAILAND — Wide range of pumps which can be stocked and matched with diesel, electric and gas powered motors stocked by firm. The East Asiatic Co., Ltd., Attn: Jorgen S. Foget, Electrical Div. (importer, dist., agent), 53-55 Oriental Ave., New Rd., Bangkok. WTD 3/70.

35612 — SWEDEN — Hydraulic fluid power pumps, motors, vacuum pumps. Sonesson Pumpindustri AB (importer, mfr., agent), Box 5049, S-402 21 Göteborg 5. WTD in prep.

35613—SWEDEN—Domestic water systems, pumps. Sonesson Pumpindustri AB (importer, mfr., agent), Box 5049, S-402 21 Göteborg 5. WTD in prep.

35614—THAILAND—Air compressors. The East Asiatic Co., Ltd., Attn: Jorgen S. Foget, Electrical Div. (importer, dist., agent), 53-55 Oriental Ave., New Rd., Bangkok. WTD 3/70.

35615 — SWEDEN — Oil-well, oil-field pumps as well as other kinds of pumps. Sonesson Pumpindustri AB (importer, mfr., agent), Box 5049, S-402 21 Göteborg 5. WTD in prep.

35673 — GERMANY — Street, floor and ramp heating systems. Direct purchase and/or agency. Would also consider manufacture under U.S. license. Dipl.-Ing. Adolf Schmucker, Attn: D. Pajonk (importer, dist.), D-8000 Muenchen 25, Treffauerstr. 56. WTD 1/72.

35690—GERMANY—Purification equipment for swimming pools. Prices c.i.f. European ports. Roehricht, Gerhard & Co. (importer, dist., agent), 94 Liebknechtstrasse, 42 Oberhausen. WTD 2/72.

35690—ISRAEL — Packaging/wrapping machinery; filling/capping/sealing/closing machines; aerosol packing machines; bag and pouch forming/filling/sealing machines; for chemical, pharmaceutical, canning industry; semi-automatic and automatic. Only manufacturing companies not represented in Israel should apply. Cable address: ISRAMEX TELAVIV; Telex: 033 266. Exclusive agency. ISRAMEX Co. Ltd. (importer, dist., agent), P.O. Box 6014, 25 Arlozoroff St., Tel Aviv, Attn: B. Gazenfield, Mgr. WTD 2/71.

35690—SWITZERLAND—Filters, filtering systems, made from synthetic materials for chemical, food industries (corrosion proof). H. & G. Meister AG, Attn: Mr. Fokas (dist., agent, retailer), Eugen-Huber-Strasse 11, 8048 Zurich. WTD in prep.

Office, computing, accounting machines

35720 — MAURITANIA — Typewriters. Correspondence must be in French. Etablissement Mauritanien de Mecanographie (agent), B.P. (Post Office Box) 244, Nouakchott. WTD 12/71.

35733—FRANCE—Memories for electronic computing equipment. Radio-Equipements Antares (importer, agent), 9, rue Ernest Cognac, 92-Levallois Perret. WTD 11/71.

35741—MAURITANIA—Calculating machines. Correspondence must be in French. Etablissement Mauritanien de Mecanographie (agent), B.P. 244, Nouakchott. WTD 12/71.

Service industry machines

35852 — THAILAND — Industrial, commercial airconditioning units. The East Asiatic Co., Ltd., Attn: Jorgen S. Foget, Electrical Div. (importer, dist., agent), 53-55 Oriental Ave., New Rd., Bangkok. WTD 3/70.

35854—AUSTRALIA—Freon 12 reciprocating compressors, 2-20 h.p. motors, 12,000-120,000 BTU at 30 degree saturated section, 110 degree condensing at 95 degree ambient. M. J. Marshall Pty. Ltd., Attn: Mr. Mervyn J. Marshall (dist., mfr.), P.O. Box 124, Riverwood N.S.W. 2210. WTD in prep.

35890 — SWITZERLAND — Waste and garbage shredding machines for compost producing plants; complete compost producing systems including all machinery, auxiliary equipment; related waste transportation, aeration equipment for production of high quality compost used for remineralization of soil. Antriebe AG, Attn: Dr. L. Burgerstein, Pres. (mfr., agent), Fluhstrasse 30, 8640 Rapperswil. WTD in prep.

35892—FRANCE—Water filtering equipment. Ets. Groux (dist., mfr., agent), 90 bis, rue Pasteur, 59-La Madeleine-Lille WTD in prep.

35892--SWEDEN — Water purification equipment, mechanical. Euroschelco Aktiebolag (importer, agent, exporter), Fack 2033, S-132 02 Saltsjö-Boo 2. WTD 2/72.

35892 — SWITZERLAND — Novelty devices, equipment and systems for prevention, elimination and removal of air, water pollution in industry. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: H. Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

35892—THAILAND — Industrial liquid waste purification equipment and supplies designed for use in textile and tapioca processing industries. Requests catalogs, engineering design assistance, c.i.f. Bangkok prices. Berli Jucker Co., Ltd., Engineering Div., Attn: Mr. Rolf Nettlestroth, Asst. Mgr. (importer, dist.), 542 Ploenchit Rd., Bangkok. WTD in prep.

Electric transmission, distribution equipment

36112—FRANCE—Electric radar testing instruments. Radio-Equipements Antares (importer, agent), 9, rue Ernest Cognac, 92-Levallois Perret. WTD 11/71.

36112—GERMANY — Measuring equipment for wireless installations. Prices c.i.f. European ports. Correspondence requested in German. Elektron-Gesellschaft Walter Dassel & Co. (dist., mfr.), 372 Buschstrasse, 415 Krefeld. WTD 2/72.

36113—GERMANY—Interference indicators, power supply units for use in laboratories and power voltage cards. Prices c.i.f. European ports. Correspondence requested in German. Elektron-Gesellschaft Walter Dassel & Co. (dist., mfr.), 372 Buschstrasse, 415 Krefeld. WTD 2/72.

36131 — GERMANY — Accessories for electronic switchgear. Prices c.i.f. European Ports. Correspondence requested in German. Elektron-Gesellschaft Walter Dassel & Co. (dist., mfr.), 372 Buschstrasse, 415 Krefeld. WTD 2/72.

Electrical industrial apparatus

36212—THAILAND—A.C. and D.C. current power lab for teaching aids. Requests catalogs with full technical details and export price list. Hiap Hong Co. Ltd. (importer, dist., agent), 47 Nakorn Kasem Rd., off New Rd., Bangkok. WTD 11/71.

36220—GERMANY—Electronic control systems, particularly for application in machine tools, industrial automation. Hans-Joachim Konschewski (dist., engineering office), Hanauer Landstr. 12, 6360 Friedberg. WTD 2/72.

36220—GERMANY—Tuning relays. Correspondence requested in German. Elektron-Gesellschaft Walter Dassel & Co. (dist., mfr.), 372 Buschstrasse, 415 Krefeld. WTD 2/72.

36220—SINGAPORE — Electrical indus-

Future Construction Abroad Summary Available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in the *Commerce Today* and *Commerce Business Daily* during the fourth quarter of 1971, is available to U.S. firms from the Trade Opportunities Staff, BDC-584, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing. The quarterly report, which may also be reviewed at any of the 42 Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

Some copies of the third quarter 1971 summary are also available and will be distributed on a first-come basis.

trial controls. Mr. Lim Chong Cheng, Mng. Dir., Unique Engineering (Pte) Ltd. (importer, dist., agent), 48 Bendemeer Rd., P.O. Box 2436, Singapore 12. WTD 6/71.

36220—SWEDEN — Electronic controls for process industry, control equipment for marine machinery. Gunnar Rossing AB (importer, dist., agent), Box 5120, S-217 45 Malmo 5. WTD 12/71.

36220—THAILAND—Electronic control, regulating equipment compatible or supplementary to product line manufactured by Swedish Company & ASEA. The East Asiatic Co., Ltd., Attn: Jorgen S. Foget, Electrical Div. (importer, dist., agent), 53-55 Oriental Ave., New Rd., Bangkok. WTD 3/70.

Household appliances

36360 — JAMAICA — Industrial sewing machines. Brochures, technical literature. Quotations f.o.b. nearest port. Parkin Bros., Attn: Adam Parkin (importer, agent, retailer), P.O. Box 20, Kingston 4. WTD in prep.

Electrical lighting, wiring items

36430 — SWITZERLAND — Miniature, subminiature low voltage (120-220 V) toggle switches. Requests offers from manufacturers. H. Schurter AG., Attn: Mr. Urs Kauffmann, Mgr. (dist., mfr.), Werkhofstrasse 8, 6002 Lucerne. WTD 12/70.

Communication equipment

36611—TAIWAN—Telephone switching & switchboard equipment. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Teipei 100. WTD in prep.

36622 — TAIWAN — Radio broadcast equipment. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Taipei 100. WTD in prep.

Communications equipment

36626—FRANCE — Analog-digital and digital-analog converters; pressure multipliers and dividers; amplifiers using F.E.T. in integrated circuits; digital panel indicators; pressure and current generators; thick film microcircuits; quartz, oscillators; multimeters: ohmmeters, ratiometers, voltmeters, etc. Ancom (importer, retailer), 8, square Bernard Palissy. 78–Fontenay le Fleury. WTD in prep.

36626—FRANCE—Air pollution automatic control instruments. Ets. Groux (dist., mfr., agent), 90 bis, rue Pasteur, 59–La Madeleine-Lille. WTD in prep.

Electronic components, accessories

36710—FRANCE—Radio, television receiving tubes. Radio-Equipements Antares (importer, agent), 9, rue Ernest Cognac, 92-Levallois Perret. WTD 11/71.

36792 — GERMANY — Potentiometers, ceramic condensers, high frequency components, electrolytic condensers, plastic foil condensers. Prices c.i.f. European ports. Buerger KG (importer, dist., agent), 43 Salierring, 5 Koeln 1. WTD 1/72.

36792—VIET NAM—Miniature aluminum electrolytic capacitors with single-end leads; aluminum electrolytic capacitors; aluminum electrolytic capacitors with lug terminals; miniature tubular electrolytic capacitors with axial leads; high voltage tubular aluminum electrolytic capacitors with axial leads; oil impregnated paper tubular aluminum-cased capacitors; polyester film capacitors, epoxy dipped; non-polarized aluminum electrolytic for divided circuits. Quotations f.o.b. and freight Saigon indicated separately. Requests catalogs, brochures. A Son (Montasie Representative) (agent), 66-A Cong Ly, P.O. Box 1061, Saigon. WTD 7/71.

36793 — GERMANY — Resistors. Prices c.i.f. European ports. Buerger KG (importer, dist., agent), 43 Salierring, 5 Koeln 1. WTD 1/72.

Motor vehicles, equipment

37111—VIET NAM—Automotive car, or pick up (4 cylinder engine). Quotations c.i.f. and freight Saigon indicated separately. Catalogs, descriptive materials requested. International Trade Agency (agent), 63-65 Ham Nghi (5th Floor), P.O. Box 2269, Saigon. WTD 12/71.

37141—MALAYSIA — Automotive parts, accessories. S. J. Low Bros. & Co. Pte. Ltd. (agent), 80-C Jalan Rodger 3rd floor, P.O. Box 528, Kuala Lumpur. WTD in prep.

Ship building, repairing

37313—TAIWAN—Amphibious vehicles, 1-3 tons, carrying 4-10 persons. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Taipei 100. WTD in prep.

Railroad equipment

37422—VENEZUELA—Grain box cars, box cars, hopper cars, for standard-gauge railway; approximate size: 70 metric tons. Saver Guinand, C.A., Attn: Mr. Milan Miuchin (dist., agent), Depto de Maquinaria, Edificio Saver Guinand, Segunda Calle, Los Ruices, Apartado 61208, Caracas. WTD 12/71.

Transportation equipment

37910—SWITZERLAND — Travel trailers, recreational vehicles, mobile homes, motor homes. Requests offers from manufacturers only. Digit SA, Attn: Henri Demiéville (dist., agent), 7 Petite-Corniche, 1095 Lutry. WTD 2/72.

Engineering, laboratory, scientific research instruments

38110 — THAILAND — Comprehensive line of laboratory equipment, supplies including hematocrit centrifuge, magnetic stirrer, water bath, incubator, hot air oven, autoclave, prepared microscope slides, slide preparation kits. Rushmore Ltd. Partnership (importer, dist., agent), 111 Tonglor Soi 5, Sukhumvit 55, Bangkok. WTD 2/71.

38112—COLOMBIA — Laboratory, scientific instruments. Almacen Padco Ltda., Attn: Luis H. Trujillo, Mgr. (importer, dist., agent), Carrera 9 No. 13-39, Apartado Aereo 3901, Bogota. WTD 1/72.

38112—SWITZERLAND—Scientific instrumentation, all kinds, in particular advanced training machines, educational applications of computers. Thomas Worthington (importer, agent), Import-Export Agency, Beethovenstrasse 30, 3073 Guemligen/Muri. WTD 10/71.

38112—TAIWAN—Laboratory, scientific instruments. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Taipei 100. WTD in prep.

38113 — TAIWAN — Drafting instruments,machines. Chih Sheng Trading Co., Ltd. (importer, dist.), 220-11 Chi-hsien 2nd Rd., Kaohsiung 800. WTD in prep.

Instruments for measuring, indicating, controlling physical characteristics

38212—VIET NAM—Water meter for household, industrial use in meter and cubic meter readings. Quotations c.i.f. and freight Saigon indicated separately. Catalogs, descriptive literature requested. International Trade Agency (agent), 63-65 Ham Nghi (5th Floor), P.O. Box 2269, Saigon. WTD 12/71.

38213—FRANCE—Physico-chemical water analyzers; gas chromatographs; physico-chemical measuring equipment, "in situ." Ets. Groux (dist., mfr., agent), 90 bis, rue Pasteur, 59–La Madeleine-Lille. WTD in prep.

38213 — GERMANY — Industrial instruments, electronic, for measurement, display and control of process variables. Hans-Joachim Konschewski (dist., engineering office), Hanauer Landstr. 12, 6360 Friedberg. WTD 2/72.

38216 — FRANCE — Instruments for sampling, analyzing exhaust gases. Ets. Groux (dist., mfr., agent), 90 bis rue Pasteur, 59–La Madeleine-Lille. WTD in prep.

Surgical, medical, dental instruments

38410—FRANCE—Surgical instruments, including suture needles and small instruments, also veterinary instruments. Société Méca-Vigor (importer, dist., agent), 88, rue de la Folie-Méricourt, 75-Paris 11. WTD 4/71.

38410—JAMAICA—Full range of hospital cabinets, tables, rests, etc. Brochures, price quotations f.o.b. nearest port. Parkin Bros., Attn: Adam Parkin (importer, agent, retailer), P.O. Box 20, Kingston 4. WTD in prep.

38410 — SWITZERLAND — Advanced medical bio-electronic equipment, sophisticated medical instruments, such as monitoring and intensive care systems, lung function testing equipment, physiotherapeutical apparatus, respirators, reanimation systems, diagnostic instruments. Meditron, Inc., Attn: Paul Bucher, Marketing Dir. (dist., mfr.), Kreuzstrasse 32, 6010 Kriens-Lucerne. WTD 11/71.

38423—THAILAND—First aid blood stopper. Requests samples, price list. Vasusin Ltd. Partnership (importer, dist., agent), 35/22 Soi Nana Tai, Sukhumvit Rd., G.P.O. Box 1161, Bangkok. WTD 3/71.

Toys, amusement, sporting goods

39493—FRANCE—Felt-covered water-polo balls. Binst Construction (importer, mfr.), 24, rue Jules Michelet, 29 N—Brest. WTD 5/71.

39493—ITALY—Shooting range equipment, systems for police training, including fixed, mobile and projection targets, shooting booths, range control desks, scoring apparatus. COMI, Costruzioni Ottico Meccaniche Italiane (importer, dist., mfr.), Via Monterone 69, 00186 Rome. WTD 5/71.

Pens, pencils, office, artists' materials

39522—TAIWAN—Drafting materials including drawing tables & boards, drawing inks, pantographs, etc. Chih Sheng Trading Co., Ltd. (importer, dist.), 220-11 Chi-hsien 2nd Rd., Kaohsiung 800. WTD in prep.

Costume jewelry, buttons, notions

39641—KOREA—Zippers and slide fast-tungen, Attn: H. Leuzinger Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

35595 — PAKISTAN — Machinery for manufacturing matches, wooden stem, packed in boxes of 40 matches. Republic Engineering Corp. (importer, agent, engineer), 2nd Floor, Sunlight Bldg., Shahrah-e-Quaid-e-Azam, Lahore. WTD in prep.

35595—TAIWAN—Machinery, equipment for making semi-conductors. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Taipei 100. WTD in prep.

General industrial machinery

35660 — SWITZERLAND — High pressure, temperature and corrosion resisting joints, seating connections for chemical, food industries. H. & G. Meister AG, Attn: Mr. Fokas (dist., agent, retailer), Eugen-Huber-Strasse 11, 8048 Zurich. WTD in prep.

35611 — SWEDEN — Industrial pumps. Sonesson Pumpindustri AB (importer, mfr., agent), Box 5049, S-402 21 Göteborg 5. WTD in prep.

35611 — THAILAND — Wide range of pumps which can be stocked and matched with diesel, electric and gas powered motors stocked by firm. The East Asiatic Co., Ltd., Attn: Jorgen S. Foget, Electrical Div. (importer, dist., agent), 53-55 Oriental Ave., New Rd., Bangkok. WTD 3/70.

35612 — SWEDEN — Hydraulic fluid power pumps, motors, vacuum pumps. Sonesson Pumpindustri AB (importer, mfr., agent), Box 5049, S-402 21 Göteborg 5. WTD in prep.

35613—SWEDEN—Domestic water systems, pumps. Sonesson Pumpindustri AB (importer, mfr., agent), Box 5049, S-402 21 Göteborg 5. WTD in prep.

35614—THAILAND—Air compressors. The East Asiatic Co., Ltd., Attn: Jorgen S. Foget, Electrical Div. (importer, dist., agent), 53-55 Oriental Ave., New Rd., Bangkok. WTD 3/70.

35615 — SWEDEN — Oil-well, oil-field pumps as well as other kinds of pumps. Sonesson Pumpindustri AB (importer, mfr., agent), Box 5049, S-402 21 Göteborg 5. WTD in prep.

35673 — GERMANY — Street, floor and ramp heating systems. Direct purchase and/or agency. Would also consider manufacture under U.S. license. Dipl.-Ing. Adolf Schmucker, Attn: D. Pajonk (importer, dist.), D-8000 Muenchen 25, Treffauerstr. 56. WTD 1/72.

35690—GERMANY—Purification equipment for swimming pools. Prices c.i.f. European ports. Roehricht, Gerhard & Co. (importer, dist., agent), 94 Liebknechtstrasse, 42 Oberhausen. WTD 2/72.

35690—ISRAEL — Packaging/wrapping machinery; filling/capping/sealing/closing machines; aerosol packing machines; bag and pouch forming/filling/sealing machines; for chemical, pharmaceutical, canning industry; semi-automatic and automatic. Only manufacturing companies not represented in Israel should apply. Cable address: ISRAMEX TELAVIV; Telex: 033 266. Exclusive agency. ISRAMEX Co. Ltd. (importer, dist., agent), P.O. Box 6014, 25 Arlozoroff St., Tel Aviv, Attn: B. Gazenfield, Mgr. WTD 2/71.

35690—SWITZERLAND—Filters, filtering systems, made from synthetic materials for chemical, food industries (corrosion proof). H. & G. Meister AG, Attn: Mr. Fokas (dist., agent, retailer), Eugen-Huber-Strasse 11, 8048 Zurich. WTD in prep.

Office, computing, accounting machines

35720 — MAURITANIA — Typewriters. Correspondence must be in French. Etablissement Mauritanien de Mecanographie (agent), B.P. (Post Office Box) 244, Nouakchott. WTD 12/71.

35733—FRANCE—Memories for electronic computing equipment. Radio-Equipements Antares (importer, agent), 9, rue Ernest Cognac, 92-Levallois Perret. WTD 11/71.

35741—MAURITANIA—Calculating machines. Correspondence must be in French. Etablissement Mauritanien de Mecanographie (agent), B.P. 244, Nouakchott. WTD 12/71.

Service industry machines

35852 — THAILAND — Industrial, commercial airconditioning units. The East Asiatic Co., Ltd., Attn: Jorgen S. Foget, Electrical Div. (importer, dist., agent), 53-55 Oriental Ave., New Rd., Bangkok. WTD 3/70.

35854—AUSTRALIA—Freon 12 reciprocating compressors, 2-20 h.p. motors, 12,000-120,000 BTU at 30 degree saturated section, 110 degree condensing at 95 degree ambient. M. J. Marshall Pty. Ltd., Attn: Mr. Mervyn J. Marshall (dist., mfr.), P.O. Box 124, Riverwood N.S.W. 2210. WTD in prep.

35890 — SWITZERLAND — Waste and garbage shredding machines for compost producing plants; complete compost producing systems including all machinery, auxiliary equipment; related waste transportation, aeration equipment for production of high quality compost used for remineralization of soil. Antriebe AG, Attn: Dr. L. Burgerstein, Pres. (mfr., agent), Fluhstrasse 30, 8640 Rapperswil. WTD in prep.

35892—FRANCE—Water filtering equipment. Ets. Groux (dist., mfr., agent), 90 bis, rue Pasteur, 59-La Madeleine-Lille WTD in prep.

35892—SWEDEN — Water purification equipment, mechanical. Euroschelco Aktiebolag (importer, agent, exporter), Fack 2033, S-132 02 Saltsjö-Boo 2. WTD 2/72.

35892 — SWITZERLAND — Novelty devices, equipment and systems for prevention, elimination and removal of air, water pollution in industry. Adolf Schmids Erben AG, Abt. Vertretungen, Attn: H. Leuzinger, Vice-Dir. (dist., mfr., agent), Effingerstrasse 17, 3001 Bern. WTD 7/71.

35892—THAILAND — Industrial liquid waste purification equipment and supplies designed for use in textile and tapioca processing industries. Requests catalogs, engineering design assistance, c.i.f. Bangkok prices. Berli Jucker Co., Ltd., Engineering Div., Attn: Mr. Rolf Nettlestroth, Asst. Mgr. (importer, dist.), 542 Ploenchit Rd., Bangkok. WTD in prep.

Electric transmission, distribution equipment

36112—FRANCE—Electric radar testing instruments. Radio-Equipements Antares (importer, agent), 9, rue Ernest Cognac, 92-Levallois Perret. WTD 11/71.

36112—GERMANY — Measuring equipment for wireless installations. Prices c.i.f. European ports. Correspondence requested in German. Elektron-Gesellschaft Walter Dassel & Co. (dist., mfr.), 372 Buschstrasse, 415 Krefeld. WTD 2/72.

36113—GERMANY—Interference indicators, power supply units for use in laboratories and power voltage cards. Prices c.i.f. European ports. Correspondence requested in German. Elektron-Gesellschaft Walter Dassel & Co. (dist., mfr.), 372 Buschstrasse, 415 Krefeld. WTD 2/72.

36131 — GERMANY — Accessories for electronic switchgear. Prices c.i.f. European Ports. Correspondence requested in German. Elektron-Gesellschaft Walter Dassel & Co. (dist., mfr.), 372 Buschstrasse, 415 Krefeld. WTD 2/72.

Electrical industrial apparatus

36212—THAILAND—A.C. and D.C. current power lab for teaching aids. Requests catalogs with full technical details and export price list. Hiap Hong Co. Ltd. (importer, dist., agent), 47 Nakorn Kasem Rd., off New Rd., Bangkok. WTD 11/71.

36220—GERMANY—Electronic control systems, particularly for application in machine tools, industrial automation. Hans-Joachim Konschewski (dist., engineering office), Hanauer Landstr. 12, 6360 Friedberg. WTD 2/72.

36220—GERMANY—Tuning relays. Correspondence requested in German. Elektron-Gesellschaft Walter Dassel & Co. (dist., mfr.), 372 Buschstrasse, 415 Krefeld. WTD 2/72.

36220—SINGAPORE — Electrical indus-

Future Construction Abroad Summary Available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in the *Commerce Today* and *Commerce Business Daily* during the fourth quarter of 1971, is available to U.S. firms from the Trade Opportunities Staff, BDC-584, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing. The quarterly report, which may also be reviewed at any of the 42 Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

Some copies of the third quarter 1971 summary are also available and will be distributed on a first-come basis.

trial controls. Mr. Lim Chong Cheng, Mng. Dir., Unique Engineering (Pte) Ltd. (importer, dist., agent), 48 Bendemeer Rd., P.O. Box 2436, Singapore 12. WTD 6/71.

36220—SWEDEN — Electronic controls for process industry, control equipment for marine machinery. Gunnar Rossing AB (importer, dist., agent), Box 5120, S-217 45 Malmo 5. WTD 12/71.

36220—THAILAND—Electronic control, regulating equipment compatible or supplementary to product line manufactured by Swedish Company & ASEA. The East Asiatic Co., Ltd., Attn: Jorgen S. Foget, Electrical Div. (importer, dist., agent), 53-55 Oriental Ave., New Rd., Bangkok. WTD 3/70.

Household appliances

36360 — JAMAICA — Industrial sewing machines. Brochures, technical literature. Quotations f.o.b. nearest port. Parkin Bros., Attn: Adam Parkin (importer, agent, retailer), P.O. Box 20, Kingston 4. WTD in prep.

Electrical lighting, wiring items

36430 — SWITZERLAND — Miniature, subminiature low voltage (120-220 V) toggle switches. Requests offers from manufacturers. H. Schurter AG., Attn: Mr. Urs Kauffmann, Mgr. (dist., mfr.), Werkhofstrasse 8, 6002 Lucerne. WTD 12/70.

Communication equipment

36611—TAIWAN—Telephone switching & switchboard equipment. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Teipei 100. WTD in prep.

36622 — TAIWAN — Radio broadcast equipment. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Taipei 100. WTD in prep.

Communications equipment

36626—FRANCE — Analog-digital and digital-analog converters; pressure multipliers and dividers; amplifiers using F.E.T. in integrated circuits; digital panel indicators; pressure and current generators; thick film microcircuits; quartz, oscillators; multimeters: ohmmeters, ratiometers, voltmeters, etc. Ancom (importer, retailer), 8, square Bernard Palissy. 78–Fontenay le Fleury. WTD in prep.

36626—FRANCE—Air pollution automatic control instruments. Ets. Groux (dist., mfr., agent), 90 bis, rue Pasteur, 59–La Madeleine-Lille. WTD in prep.

Electronic components, accessories

36710—FRANCE—Radio, television receiving tubes. Radio-Equipements Antares (importer, agent), 9, rue Ernest Cognac, 92-Levallois Perret. WTD 11/71.

36792 — GERMANY — Potentiometers, ceramic condensers, high frequency components, electrolytic condensers, plastic foil condensers. Prices c.i.f. European ports. Buerger KG (importer, dist., agent), 43 Salierring, 5 Koeln 1. WTD 1/72.

36792—VIET NAM—Miniature aluminum electrolytic capacitors with single-end leads; aluminum electrolytic capacitors; aluminum electrolytic capacitors with lug terminals; miniature tubular electrolytic capacitors with axial leads; high voltage tubular aluminum electrolytic capacitors with axial leads; oil impregnated paper tubular aluminum-cased capacitors; polyester film capacitors, epoxy dipped; non-polarized aluminum electrolytic for divided circuits. Quotations f.o.b. and freight Saigon indicated separately. Requests catalogs, brochures. A Son (Montasie Representative) (agent), 66-A Cong Ly, P.O. Box 1061, Saigon. WTD 7/71.

36793 — GERMANY — Resistors. Prices c.i.f. European ports. Buerger KG (importer, dist., agent), 43 Salierring, 5 Koeln 1. WTD 1/72.

Motor vehicles, equipment

37111—VIET NAM—Automotive car, or pick up (4 cylinder engine). Quotations c.i.f. and freight Saigon indicated separately. Catalogs, descriptive materials requested. International Trade Agency (agent), 63-65 Ham Nghi (5th Floor), P.O. Box 2269, Saigon. WTD 12/71.

37141—MALAYSIA — Automotive parts, accessories. S. J. Low Bros. & Co. Pte. Ltd. (agent), 80-C Jalan Rodger 3rd floor, P.O. Box 528, Kuala Lumpur. WTD in prep.

Ship building, repairing

37313—TAIWAN—Amphibious vehicles, 1-3 tons, carrying 4-10 persons. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Taipei 100. WTD in prep.

Railroad equipment

37422—VENEZUELA—Grain box cars, box cars, hopper cars, for standard-gauge railway; approximate size: 70 metric tons. Saver Guinand, C.A., Attn: Mr. Milan Miuchin (dist., agent), Depto de Maquinaria, Edificio Saver Guinand, Segunda Calle, Los Ruices, Apartado 61208, Caracas. WTD 12/71.

Transportation equipment

37910—SWITZERLAND — Travel trailers, recreational vehicles, mobile homes, motor homes. Requests offers from manufacturers only. Digit SA, Attn: Henri Demiéville (dist., agent), 7 Petite-Corniche, 1095 Lutry. WTD 2/72.

Engineering, laboratory, scientific research instruments

38110 — THAILAND — Comprehensive line of laboratory equipment, supplies including hematocrit centrifuge, magnetic stirrer, water bath, incubator, hot air oven, autoclave, prepared microscope slides, slide preparation kits. Rushmore Ltd. Partnership (importer, dist., agent), 111 Tonglor Soi 5, Sukhumvit 55, Bangkok. WTD 2/71.

38112—COLOMBIA — Laboratory, scientific instruments. Almacen Padco Ltda., Attn: Luis H. Trujillo, Mgr. (importer, dist., agent), Carrera 9 No. 13-39, Apartado Aereo 3901, Bogota. WTD 1/72.

38112—SWITZERLAND—Scientific instrumentation, all kinds, in particular advanced training machines, educational applications of computers. Thomas Worthington (importer, agent), Import-Export Agency, Beethovenstrasse 30, 3073 Guemligen/Muri. WTD 10/71.

38112—TAIWAN—Laboratory, scientific instruments. MacKarl & Co. (importer, agent, engineering), 21 Chung Hsiao East Rd., Sec. 2, Taipei 100. WTD in prep.

38113 — TAIWAN — Drafting instruments,machines. Chih Sheng Trading Co., Ltd. (importer, dist.), 220-11 Chihsien 2nd Rd., Kaohsiung 800. WTD in prep.

Instruments for measuring, indicating, controlling physical characteristics

38212—VIET NAM—Water meter for household, industrial use in meter and cubic meter readings. Quotations c.i.f. and freight Saigon indicated separately. Catalogs, descriptive literature requested. International Trade Agency (agent), 63-65 Ham Nghi (5th Floor), P.O. Box 2269, Saigon. WTD 12/71.

38213—FRANCE—Physico-chemical water analyzers; gas chromatographs; physico-chemical measuring equipment, "in situ." Ets. Groux (dist., mfr., agent), 90 bis, rue Pasteur, 59–La Madeleine-Lille. WTD in prep.

38213 — GERMANY — Industrial instruments, electronic, for measurement, display and control of process variables. Hans-Joachim Konschewski (dist., engineering office), Hanauer Landstr. 12, 6360 Friedberg. WTD 2/72.

38216 — FRANCE — Instruments for sampling, analyzing exhaust gases. Ets. Groux (dist., mfr., agent), 90 bis rue Pasteur, 59–La Madeleine-Lille. WTD in prep.

Surgical, medical, dental instruments

38410—FRANCE—Surgical instruments, including suture needles and small instruments, also veterinary instruments. Société Méca-Vigor (importer, dist., agent), 88, rue de la Folie-Méricourt, 75-Paris 11. WTD 4/71.

38410—JAMAICA—Full range of hospital cabinets, tables, rests, etc. Brochures, price quotations f.o.b. nearest port. Parkin Bros., Attn: Adam Parkin (importer, agent, retailer), P.O. Box 20, Kingston 4. WTD in prep.

38410 — SWITZERLAND — Advanced medical bio-electronic equipment, sophisticated medical instruments, such as monitoring and intensive care systems, lung function testing equipment, physiotherapeutical apparatus, respirators, reanimation systems, diagnostic instruments. Meditron, Inc., Attn: Paul Bucher, Marketing Dir. (dist., mfr.), Kreuzstrasse 32, 6010 Kriens-Lucerne. WTD 11/71.

38423—THAILAND—First aid blood stopper. Requests samples, price list. Vasusin Ltd. Partnership (importer, dist., agent), 35/22 Soi Nana Tai, Sukhumvit Rd., G.P.O. Box 1161, Bangkok. WTD 3/71.

Toys, amusement, sporting goods

39493—FRANCE—Felt-covered water-polo balls. Binst Construction (importer, mfr.), 24, rue Jules Michelet, 29 N—Brest. WTD 5/71.

39493—ITALY—Shooting range equipment, systems for police training, including fixed, mobile and projection targets, shooting booths, range control desks, scoring apparatus. COMI, Costruzioni Ottico Meccaniche Italiane (importer, dist., mfr.), Via Monterone 69, 00186 Rome. WTD 5/71.

Pens, pencils, office, artists' materials

39522—TAIWAN—Drafting materials including drawing tables & boards, drawing inks, pantographs, etc. Chih Sheng Trading Co., Ltd. (importer, dist.), 220-11 Chi-hsien 2nd Rd., Kaohsiung 800. WTD in prep.

Costume jewelry, buttons, notions

39641—KOREA—Zippers and slide fasteners, non-ferrous metals: Long pull tab, regular tab and ring tab; various colors, such as red, white, black, etc., 40 to 50 different colors; for men's suits, women's suits, baby's suits, sport shirts, general shirts, including men's and women's slacks and general garments for export; Sizes: 6" to 28" or 30". Requests brochures; c & f Pusan, f.o.b. quotations. Sangwoo Trading Co., Ltd. (agent), Pan Korea Bldg., Rm. #1002, 77 Sokong-dong, Chung-ku, CPO Box 883, Seoul. WTD in prep.

39642 — PHILIPPINES — Needles; knitting, all types, sizes. Newlong Machine Philippines, Inc. (importer, dist.), 3329 Zapote St., Makati, Rizal. WTD in prep.

Manufacturing industries

39993—PAKISTAN—Matches, all types. Requests catalogs, quotations, C. & F., Karachi. H. B. Sayeed Ltd. (agent), 23, Zaibunnisa St., P.O. Box No. 7438, Karachi-3. WTD in prep.

39999—SWITZERLAND—Florist's supplies, all kinds. Alfred F. Rohrbach AG (dist., mfr.), Holenwegstrasse 18, 5734 Reinach. WTD 11/71.

39999 — SWITZERLAND — Florists' supplies, all kinds, such as flower mounting sets, pastes, ribbons, decorative articles, etc. F. Ehrmann-Baboni, Attn: P. Müller (dist., retailer), Thiersteinerallee 13/5, 4000 Basel. WTD 12/71.

Wholesalers

50930 — TAIWAN — Waste shopping bags, waste cartons. Scholar Enterprise Co., Ltd. (importer, agent, exporter), 2nd Fl., 9 Chih-feng St., Taipei 102. WTD in prep.

Business services

73920 — NETHERLANDS — Computer software: packages for use in information organization and retrieval systems, such as administrative systems of Dutch local government and companies, libraries, publishers, typesetters, list-building firms, catalogmakers, planning and costing of construction projects, especially hospitals. Samsom ASC N.V., Attn: Mr. E. Boer, P.O. Box 4, Alphen a/d Rijn. WTD in prep.

Kuwait Will Register Firms To Build Airport Terminal

The Kuwait Central Tenders Committee has invited the registration of qualified international contracting firms interested in constructing a new passenger/cargo terminal for the Kuwait International Airport. The terminal, designed to accommodate jumbo and other wide-bodied aircraft, will include multilevel arrival and departure lounges, cargo and baggage equipment, plus aircraft service support facilities. The cost of the project is estimated at 12 million Kuwaiti dinars (one Kuwaiti dinar equals $3.04).

The deadline for registration is noon, April 8. All registrants must have a Kuwaiti agent or partner.

Full details of the registration notice are being sent to the Construction, Water Resources & Eng. Svcs. Div., BDC-742, U. S. Dept. of Commerce, Washington, D.C. 20230. (202-967-3602), and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94105 (415-556-5864).

Other Foreign Official Tenders

ALGERIA—The Chemical Industries National Corp. has issued an international tender calling for the design and construction of a **sodium tripolyphosphate plant** with a capacity of 20,000 tons/year. The projected plant would be the industrial zone of Rouiba (Algiers). The work is divided into two sections: (1) Engineering plant and (2) Building of the plant itself. Bidders are invited to submit either for the whole project or for one portion of the work. Tender No. 3 STPP.D.R.D.; bid deadline May 15. Contact Societe Nationale des Industries Chimiques, Commission des Marches 15, rue Victor Hugo-Hussein dey, Alger. Marked: "Soumission stpp. Appel d'offres No. 3-D.R.D.-Ne pas ouvrir." The bid dossier may be obtained by sending 100 DA (approximately $20) to Societe Nationale des Industries Chimiques 24, boulevard Zirout Youcef, Alger.

ALGERIA—The Algerian National Corporation for Fats and Oils (S.N.C.G.) has issued an international tender calling for the construction of a **household soap plant and an additional facility for making toilet soap**. Tender No. not specified; bid deadline March 15. Contact Direction Generale de S.N.C.G., 13 Ave. Claude Debussy, Alger, Algerie. Bid dossier may be obtained by sending 100 DA (approximately $20) to the Direction Technique de la S.N.C.G. at the above address.

INDIA—The Chief Purchase Officer, Beas Purchase Organization has issued tender No. IDA/BCD/6 for the design manufacture and supply of 200Kv 800/1000 amps **broad-band untuned outdoor suspension type traps suitable for frequency range of 80 Khz to 450Khz**. Bid deadline is March 29. Copies of tender announcement and specifications are available only from the Chief Purchase Officer, Beas Purchase Organization Talwara Towship Dist. Hoshiarpur, Punjab, India for $13.33 per copy.

NEW ZEALAND—The Commissioner of Police has issued tender No. 71/118 for the supply and installation of **telecommunications control systems**. Bid deadline is 2 p.m., March 31. Copies of tender announcement and specifications are available from the Commissioner of Police, Box 694, Wellington, New Zealand or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1114, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823)

Visiting Buyers And Officials

AFGHANISTAN—Mohammed Hussain, Afghan Textile Co., Kabul, interested in **visiting textile plants and purchasing dyestuffs, textile machinery and parts**. Mid-February via New York for 3-6 months c/o Afghan American Trading Co., 122 W. 30th St., New York, N.Y. 10001. Itinerary: New York, Washington, D.C., San Francisco, Los Angeles. WTD 5/71.

ARGENTINA—Humberto Randon, President, Establecimientos Metalurgicos Track S.A. Argentina, Oliveira Cesar 765, Villa Maipur, San Martin, Provincia de Buenos Aires, interested in obtaining licensing agreement to **produce hydraulic pumps and engines for road construction machinery and undercarriages for tractors** (See *Commerce Today* 2/21/72, p. 59). March via Los Angeles for ten days. c/o Indamerica, 4151 Beverly Blvd., Los Angeles, Calif. 90004. Itinerary: Los Angeles, cities in Illinois, Baltimore, New York. WTD 1/72.

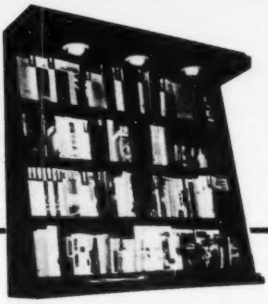
FRANCE—Andre Vales, Director of Marketing, Societe CO.FA.PEIN., 8 Cours de la Liberte 69, Lyon 3e, interested in U.S. techniques and methods used in **manufacturing paint** and requesting technical information. March 4 via San Francisco for 12 days. c/o Hotel Hilton, 333 O'Farrell St., San Francisco, Calif. 94101. Itinerary: San Francisco, Las Vegas, Los Angeles. WTD 4/71.

GREECE—Andreas D. Kotsopoulos, Managing Director, D. & K. & A. Kotsopoulos S.A., 12 Veranzerou St., Athens 102, interested in agency arrangements with U.S. suppliers of **pharmaceutical specialties, plastics, raw chemicals, agrochemicals, machinery, cosmetics, items of general hygiene and in joint ventures or investment projects** in Greece. February 10 via New York for 35 days. c/o Prof. Costas Cogos, 7 Luxoro Place, Fairview, N.J. 07022. Itinerary: New York, Fairview, Washington, D.C., Boston, Chicago, New York. WTD in preparation.

SPAIN—F. Javier Fuentes, Marketing/Import Manager, Quimigranel, S.A., Po. Zona Franca 61-67, Barcelona 4, interested in agencies from U.S. manufacturers of **organic and inorganic chemicals**. March 2 via New York for approximately 1 month, c/o Mercury Oil & Shipping Corp., 610 5th Ave., New York, N.Y. 10020. Itinerary: New York, Los Angeles, San Francisco, Cincinnati, Dallas, Atlanta, cities in New Jersey and Pennsylvania. WTD 5/71.

SWEDEN—Svante Breitz and Ove Gustafson, Oljekonaumenternas Forbund, Fack S-104 25, Stockholm 30, interested in **automobile service equipment and spare parts** and requesting technical information on **pollution reduction devices for automobile exhaust systems** including maintenance, service, and accessories. Mar. 11 via New York for five weeks. c/o Sheraton Hotel, 636 S. Michigan, Chicago, Ill. 60605 to attend International Automotive Service Industries Show. Itinerary: Chicago, Detroit, Los Angeles, San Francisco, Seattle. WTD in preparation.

TRINIDAD—Michael Amar, Director, Amar's Auto Supplies Ltd., 177 Tragarete Road, Port of Spain, interested in purchasing machinery for **manufacturing wooden legs for television sets, beds and broom handles**. February 27 via New York for 14 days. c/o Hotel Commodore, Lexington Ave. & E. 42nd St., New York, N.Y. 10017. Itinerary: New York, Chicago. WTD 2/72.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its field offices.

OFFICE OF THE SECRETARY

National Industrial Pollution Control Council

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The tobacco industry and pollution. 13pp. 20¢.

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MARAD 1971—year of breakthrough. Annual report of the Maritime Administration for fiscal year 1971. 92pp. $1.

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Export control bulletin—supplement to export control regulations (ECB-OEC-59). 40¢.

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Gabon (ET 72-002). 12pp.
Chile (ET 72-003). 8pp.
Guatmala (ET 72-004). 8pp.
Argentina (ET 72-005). 10pp.

Index to foreign production and commercial reports. Index no. 12. Available from Commercial Intelligence Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Free upon request.

Overseas Business Reports

Annual subscription $16 ($5 more for foreign mailing). Single copy 15¢.
Selling in Germany (OBR 71-055). 22pp.
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Market factors in France (OBR 71-059). 16pp.
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Foreign trade regulations of Australia (OBR 72-065). 12pp.
Foreign trade regulations of Panama (OBR 71-066). 12pp.
Foreign trade regulations of Indonesia (OBR 71-067). 14pp.
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Selling in Finland (OBR 71-069). 13pp.

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1970 Census of Population

General Population Characteristics

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